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Catalogue 61-613

52



Northwest Territories

1984



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Note:

(1) There are 13 geographic areas: Canada, each of 10 provinces, the Yukon and the Northwest Territories.

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Catalogue

61-613

Annual

Small Business Profiles - Northwest Territories

1984

ERRATA

READS:

Highlights

- The Services to Buildings and Dwellings Industry had a net profit margin of almost 37%.
- The interest/total expense ratio was almost 5% in the Truck Transport Industry which was the highest figure for all 13 industries covered in this publication.
- Cost of goods sold was just over 84% of total expenses in the Gasoline Service Station Industry and 41% for the Licenced and Unlicenced Restaurants Industry.
- The Machinery and Equipment Rental and Leasing Services Industry had an average current ratio of close to 4:1.

SHOULD READ:

Highlights

- The Operators of Buildings and Dwellings Industry realized a net profit margin of just over 38% followed by the Machinery and Equipment Rental and Leasing Services Industry which reported a net profit margin of 33%.
- For the Management Consulting Services Industry, wages as a percentage of total expenses were almost 58%.
- The rent to total expense ratio was highest in the Licenced and Unlicenced Restaurants Industry, almost 11%.
- The average debt to equity ratio for the Licensed and Unlicensed Restaurants Industry was almost 4:1.
- Interest coverage for the Machinery and Equipment Rental and Leasing Services Industry was almost 28 times.

SMALL BUSINESS PROFILES

Northwest Territories

1984

This publication is based upon the Small Business Statistics Data Base which is a collaborative effort of the Federal and all Provincial and Territorial Governments.

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Northwest Territories Economic Development and Tourism
Nova Scotia Department of Development
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Symbols

The following standard symbols are used in Statistics Canada publications:

- . . figures not available.
- . . . figures not appropriate or not applicable.
- nil or zero.
- amount too small to be expressed.
- P preliminary figures.
- r revised figures.
- x confidential to meet secrecy requirements of the Statistics Act.



Notes

- (1) Firms may choose to report their expenses through the use of unlike expense items. Averages in this table are calculated from the aggregation of like expenses items. The unspecified category presents an aggregation of unlike or unspecified expense items. As a result columns are not additive.
- (2) Rows do not add due to the application of weighting factors in the sampling process.

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Highlights

- The Services to Buildings and Dwellings Industry had a net profit margin of almost 37%.
- The interest/total expense ratio was almost 5% in the Truck Transport Industry which was the highest figure for all 13 industries covered in this publication.
- Cost of goods sold was just over 84% of total expenses in the Gasoline Service Station Industry and 41% for the Licenced and Unlicenced Restaurants Industry.
- The Machinery and Equipment Rental and Leasing Services Industry had an average current ratio of close to 4:1.

Introduction and Data Sources

This report is one of a series of Statistics Canada's reports which represent industry profiles of small businesses. Other reports currently available from the Small Business Statistics Program are listed in Appendix A to this report under the title **Selected and Anticipated Publications Relating to Small Business**. The data presented in this report are the result of a joint project of Statistics Canada, the Department of Regional Industrial Expansion and all provincial/territorial departments responsible for small business.

The data contained in this report represent the activity of firms as reported on taxation returns submitted to Revenue Canada Taxation from the year 1984. The statistics in this report were compiled from only those firms reporting revenues of between \$10 thousand and \$2 million. The choice of this particular size range was largely driven by internal resource allocations and does not represent an official definition of what constitutes a small business.

Data pertaining to business in tables 1, 2 and 3 of this report are drawn from a statistical sample of taxation records of corporations and unincorporated sole proprietorships and partnerships. Data for table 4 are derived only from incorporated businesses. A corporate tax return typically consists of a T-2 form, a set of financial statements and supporting schedules; data in this report are derived from the foregoing. An individual income tax return which reports self-employment income typically consists of a T-1 (General) form and a set of financial statements and supporting schedules. Data pertaining to unincorporated self-employment business income in this report are derived from the T-1 form, the balance sheet and income statements.

The 13 industry groups selected for initial publication are those most densely populated by small businesses. The 13 groups represent approximately 30% of small businesses – the remaining 70% are distributed over approximately 800 other industry classifications. Our coverage will expand annually until tax year 1987 when over 100 industry groups representing nearly 75% of Canada's small businesses will be profiled.

Methodology

Records selected for this study have been ranked in ascending order of revenues within industry and province and divided into four equal parts (quartiles) so that each part (quartile) includes one quarter of the total population. Within each of these quartiles we have displayed the low and high revenue values, i.e. the revenue reported by the smallest firm in the quartile and the revenue reported by the largest firm in the quartile.

Estimates published for tables 1, 2 and 3 in this report are derived from a statistical sample of approximately 12,000 small business operations in the 13 industry groups. Industry – province specific sample counts in trucking range from a high of 556 observations in Ontario to a low of 3 observations in Yukon. Where the sample size of an industry group is 20 or less, there has been no attempt to distribute the population into quartile groups due to the sparse nature of the existing sample. In such circumstances, quality assurance dictates that only the total values are published.

Estimates published in table 4 are derived from a random sample of approximately 10,000 firms selected from all S.I.C. groups. The sample was not designed to provide industry – specific estimates at the provincial level of detail and is considered robust enough to provide only industry aggregates by province.

Table 1

This table lists selected expense items and shows the average ratio of total expenses for each of the expenses for reporting firms. It is important to note that each expense ratio shown is independent of any other ratio because the numerator and denominator of the ratio calculation includes only those firms itemizing the particular expense. For example, some small businesses own the building from which they operate and may declare mortgage expenses while others in the same group may not own their business premise and declare rent rather than mortgage as an expense. As a result columns in Table 1 are not additive to 100%.

Table 2

This table displays the average values of selected asset, liability and equity variables for all firms in the population. Columns may be summarized using the accounting equation **ASSETS – LIABILITIES = EQUITY** (the total may not be exact due to rounding).

Table 3

Table 3 presents some of the more commonly used financial and operating ratios. The figures which make up these ratios have been extracted from Table 2 (except for interest expense and profits).

Table 4

Table 4 shows the source and application of funds and the subsequent change in working capital – values shown are averages for all firms in the population and columns are additive. This table is limited to incorporated firms only and data are shown for major S.I.C. divisions only, i.e. Retail Trade S.I.C. 6011-6921, rather than Gasoline Service Stations S.I.C. 6331. This table has a higher level of industry aggregation because it was built upon a less robust sample than the preceding three tables. In all subsequent years a similar sample will be employed and industry detail will match in all tables.

How to use the tables

To use these tables first locate the column from which you wish to extract data. This may be done by using the low and high revenue boundaries for each of the columns (quartiles) – the revenues of the firm under review should fall within these boundaries (if the revenues of the firm are greater than the maximum in the sample but less than \$2 million then use the fourth quartile). In some cases the sample of firms is not considered robust enough to distribute the firms into quartiles – in such cases we have shown the total column only.

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	21.8	-	-	-	-
Depreciation & amortization	11.3	-	-	-	-
Repairs & maintenance	.9	-	-	-	-
Heat, light & telephone	2.8	-	-	-	-
Insurance	.3	-	-	-	-
Professional fees	1.8	-	-	-	-
Wages, salaries and benefits	48.4	-	-	-	-
Advertising	1.9	-	-	-	-
Rent	5.0	-	-	-	-
Unspecified (1)	3.1	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	8,695	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	13,173	-	-	-	-
Inventory	..	-	-	-	-
Other Current Assets	..	-	-	-	-
Total Current Assets	21,868	-	-	-	-
Fixed Assets	105,515	-	-	-	-
Less: Accum. Dep. on Fixed Assets	37,781	-	-	-	-
Other Assets	95,077	-	-	-	-
Total Assets	184,679	-	-	-	-
Liabilities and Equity					
Current Bank Loans	..	-	-	-	-
Current Portion of Long Term debt	19,000	-	-	-	-
Accounts Payable	1,700	-	-	-	-
Other Current Liabilities	38,442	-	-	-	-
Total Current Liabilities	59,142	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	150,600	-	-	-	-
Long Term debt	12,941	-	-	-	-
Other Liabilities	5,812	-	-	-	-
Total Liabilities	228,495	-	-	-	-
Total Equity	-43,816	-	-	-	-

See Note(s) on Symbols Page.

Taxicab Industry (SIC 4581)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Liquidity Ratios					
Current	.4	-	-	-	-
Quick	.1	-	-	-	-
Leverage Ratios					
Debt / Equity	-5.2	-	-	-	-
Interest Coverage (times)	.9	-	-	-	-
Debt Ratio	1.2	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	-1.8	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Transportation and Storage (SIC 4511-4799)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	159	-	-	-	-
Low Revenue Value (\$)	109,482	-	-	-	-
High Revenue value (\$)	905,289	-	-	-	-
Source of Funds (\$)					
From Operations	74,272	-	-	-	-
Sale of Fixed Assets	..	-	-	-	-
Increase in Long Term Debt	..	-	-	-	-
Advances From Owners and Affiliates	4,935	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	..	-	-	-	-
Sale of Investments	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	..	-	-	-	-
Total	79,208	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	3,974	-	-	-	-
Payment of Dividends	3,333	-	-	-	-
Repayment of Long Term Debt	44,440	-	-	-	-
Current Portion of Long Term Debt	..	-	-	-	-
Purchase of Investment	6,489	-	-	-	-
Repayment of Adv. from Owners and Affil	19,675	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	739	-	-	-	-
Other Applications	..	-	-	-	-
Total	78,650	-	-	-	-
Increase (Decrease) in Net Working Capital	557	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Selected Expense Ratios					
Cost of sales	55.5	-	-	-	-
Bank interest & charges	8.9	-	-	-	-
Depreciation & amortization	3.7	-	-	-	-
Heat, light & telephone	8.5	-	-	-	-
Insurance	.9	-	-	-	-
Professional fees	4.8	-	-	-	-
Wages, salaries and benefits	23.1	-	-	-	-
Advertising	1.0	-	-	-	-
Rent	9.1	-	-	-	-
Supplies	5.0	-	-	-	-
Delivery	4.7	-	-	-	-
Unspecified (1)	1.3	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	168	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	6,895	-	-	-	-
Inventory	12,776	-	-	-	-
Other Current Assets	1,598	-	-	-	-
Total Current Assets	21,437	-	-	-	-
Fixed Assets	46,551	-	-	-	-
Less: Accum. Dep. on Fixed Assets	11,400	-	-	-	-
Other Assets	..	-	-	-	-
Total Assets	56,588	-	-	-	-
Liabilities and Equity					
Current Bank Loans	9,974	-	-	-	-
Current Portion of Long Term debt	928	-	-	-	-
Accounts Payable	9,836	-	-	-	-
Other Current Liabilities	..	-	-	-	-
Total Current Liabilities	20,738	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	17,865	-	-	-	-
Long Term debt	25,423	-	-	-	-
Other Liabilities	..	-	-	-	-
Total Liabilities	64,026	-	-	-	-
Total Equity	-7,438	-	-	-	-

See Note(s) on Symbols Page.

Appliance, Television, Radio and Stereo Stores (SIC 622)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Liquidity Ratios					
Current	1.0	-	-	-	-
Quick	--	-	-	-	-
Leverage Ratios					
Debt / Equity	-8.6	-	-	-	-
Interest Coverage (times)	.6	-	-	-	-
Debt Ratio	1.1	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	-1.4	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Retail Trade Industries (SIC 6011-6921)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	321	-	-	-	-
Low Revenue Value (\$)	106,456	-	-	-	-
High Revenue value (\$)	1,903,181	-	-	-	-
Source of Funds (\$)					
From Operations	46,903	-	-	-	-
Sale of Fixed Assets	19,130	-	-	-	-
Increase in Long Term Debt	24,507	-	-	-	-
Advances From Owners and Affiliates	24,746	-	-	-	-
From Government	514	-	-	-	-
Increase in Share Capital	147	-	-	-	-
Sale of Investments	--	-	-	-	-
Tax Adjustments	238	-	-	-	-
Other Sources	1,823	-	-	-	-
Total	118,009	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	58,531	-	-	-	-
Payment of Dividends	--	-	-	-	-
Repayment of Long Term Debt	46,028	-	-	-	-
Current Portion of Long Term Debt	--	-	-	-	-
Purchase of Investment	24,872	-	-	-	-
Repayment of Adv. from Owners and Affil	23,515	-	-	-	-
Decrease in Equity	--	-	-	-	-
Tax Adjustments	417	-	-	-	-
Other Applications	2,727	-	-	-	-
Total	156,091	-	-	-	-
Increase (Decrease) in Net Working Capital	-38,081	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Selected Expense Ratios					
Cost of sales	43.4	-	-	-	-
Bank interest & charges	12.6	-	-	-	-
Depreciation & amortization	11.3	-	-	-	-
Repairs & maintenance	1.8	-	-	-	-
Heat, light & telephone	7.0	-	-	-	-
Insurance	2.1	-	-	-	-
Professional fees	1.5	-	-	-	-
Wages, salaries and benefits	14.6	-	-	-	-
Supplies	.7	-	-	-	-
Delivery	1.4	-	-	-	-
Unspecified (1)	3.0	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	..	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	..	-	-	-	-
Inventory	19,643	-	-	-	-
Other Current Assets	..	-	-	-	-
Total Current Assets	19,643	-	-	-	-
Fixed Assets	89,362	-	-	-	-
Less: Accum. Dep. on Fixed Assets	24,532	-	-	-	-
Other Assets	..	-	-	-	-
Total Assets	84,473	-	-	-	-
Liabilities and Equity					
Current Bank Loans	728	-	-	-	-
Current Portion of Long Term debt	14,872	-	-	-	-
Accounts Payable	6,491	-	-	-	-
Other Current Liabilities	..	-	-	-	-
Total Current Liabilities	22,091	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	21,148	-	-	-	-
Long Term debt	42,779	-	-	-	-
Other Liabilities	..	-	-	-	-
Total Liabilities	86,018	-	-	-	-
Total Equity	-1,545	-	-	-	-

See Note(s) on Symbols Page.

Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Liquidity Ratios					
Current	.9	-	-	-	-
Quick	--	-	-	-	-
Leverage Ratios					
Debt / Equity	-55.7	-	-	-	-
Interest Coverage (times)	1.4	-	-	-	-
Debt Ratio	1.0	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	5.0	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Retail Trade Industries (SIC 6011-6921)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	321	-	-	-	-
Low Revenue Value (\$)	106,456	-	-	-	-
High Revenue value (\$)	1,903,181	-	-	-	-
Source of Funds (\$)					
From Operations	46,903	-	-	-	-
Sale of Fixed Assets	19,130	-	-	-	-
Increase in Long Term Debt	24,507	-	-	-	-
Advances From Owners and Affiliates	24,746	-	-	-	-
From Government	514	-	-	-	-
Increase in Share Capital	147	-	-	-	-
Sale of Investments	..	-	-	-	-
Tax Adjustments	238	-	-	-	-
Other Sources	1,823	-	-	-	-
Total	118,009	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	58,531	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	46,028	-	-	-	-
Current Portion of Long Term Debt	..	-	-	-	-
Purchase of Investment	24,872	-	-	-	-
Repayment of Adv. from Owners and Affil	23,515	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	417	-	-	-	-
Other Applications	2,727	-	-	-	-
Total	156,091	-	-	-	-
Increase (Decrease) in Net Working Capital	-38,081	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	92	-	-	-	-
Low Revenue Value (\$)	15,869	-	-	-	-
High Revenue value (\$)	664,885	-	-	-	-
Selected Expense Ratios					
Mortgage interest	48.2	-	-	-	-
Bank interest & charges	18.1	-	-	-	-
Depreciation & amortization	15.4	-	-	-	-
Repairs & maintenance	7.3	-	-	-	-
Heat, light & telephone	9.1	-	-	-	-
Insurance	2.1	-	-	-	-
Professional fees	1.1	-	-	-	-
Wages, salaries and benefits	37.5	-	-	-	-
Unspecified (1)	9.1	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	92	..	-	-	..
Low Revenue Value (\$)	15,869	15,869	-	-	477,118
High Revenue value (\$)	664,885	477,117	-	-	664,885
Balance Sheet Profile					
Assets					
Cash	31,123	16,407	-	-	35,210
Marketable Securities	38	177	-	-	..
Accounts and Notes Receivable	90,294	20,891	-	-	109,572
Inventory	5,751	2,326	-	-	6,702
Other Current Assets	38,725	13,512	-	-	45,729
Total Current Assets	165,930	53,313	-	-	197,213
Fixed Assets	1,393,736	446,673	-	-	1,656,809
Less: Accum. Dep. on Fixed Assets	405,269	100,505	-	-	489,925
Other Assets	32,244	93,295	-	-	15,286
Total Assets	1,186,642	492,775	-	-	1,379,383
Liabilities and Equity					
Current Bank Loans	2,933	13,490	-	-	..
Current Portion of Long Term debt	52,758	18,768	-	-	62,200
Accounts Payable	3,629	16,695	-	-	..
Other Current Liabilities	70,725	41,925	-	-	78,725
Total Current Liabilities	130,045	90,878	-	-	140,925
Mortgages Payable	13,307	51,214	-	-	..
Due to Affiliates/Shareholders	65,476	97,921	-	-	56,463
Long Term debt	461,955	171,634	-	-	542,600
Other Liabilities	6,061	27,881	-	-	..
Total Liabilities	676,845	449,528	-	-	739,988
Total Equity	509,798	43,247	-	-	639,395

See Note(s) on Symbols Page.

Operators of Buildings and Dwellings (SIC 751)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	92	-	-	-	-
Low Revenue Value (\$)	15,869	-	-	-	-
High Revenue value (\$)	664,885	-	-	-	-
Liquidity Ratios					
Current	1.3	-	-	-	-
Quick	.2	-	-	-	-
Leverage Ratios					
Debt / Equity	1.3	-	-	-	-
Interest Coverage (times)	1.7	-	-	-	-
Debt Ratio	.6	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	38.2	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Real Estate and Insurance Agents (SIC 7510-7610)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	138	-	-	-	-
Low Revenue Value (\$)	52,800	-	-	-	-
High Revenue value (\$)	52,800	-	-	-	-
Source of Funds (\$)					
From Operations	11,780	-	-	-	-
Sale of Fixed Assets	..	-	-	-	-
Increase in Long Term Debt	..	-	-	-	-
Advances From Owners and Affiliates	15,000	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	..	-	-	-	-
Sale of Investments	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	..	-	-	-	-
Total	26,780	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	..	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	8,337	-	-	-	-
Current Portion of Long Term Debt	..	-	-	-	-
Purchase of Investment	..	-	-	-	-
Repayment of Adv. from Owners and Affil	..	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Applications	..	-	-	-	-
Total	8,337	-	-	-	-
Increase (Decrease) in Net Working Capital	18,443	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	2.7	-	-	-	-
Depreciation & amortization	2.9	-	-	-	-
Repairs & maintenance	3.4	-	-	-	-
Heat, light & telephone	3.4	-	-	-	-
Insurance	1.5	-	-	-	-
Professional fees	4.5	-	-	-	-
Wages, salaries and benefits	57.9	-	-	-	-
Rent	10.0	-	-	-	-
Supplies	5.5	-	-	-	-
Travel & Entertainment	7.0	-	-	-	-
Unspecified (1)	6.2	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	11,970	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	7,626	-	-	-	-
Inventory	4,389	-	-	-	-
Other Current Assets	14,200	-	-	-	-
Total Current Assets	38,184	-	-	-	-
Fixed Assets	25,375	-	-	-	-
Less: Accum. Dep. on Fixed Assets	8,783	-	-	-	-
Other Assets	419	-	-	-	-
Total Assets	55,194	-	-	-	-
Liabilities and Equity					
Current Bank Loans	2,671	-	-	-	-
Current Portion of Long Term debt	789	-	-	-	-
Accounts Payable	6,639	-	-	-	-
Other Current Liabilities	33,254	-	-	-	-
Total Current Liabilities	43,353	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	58	-	-	-	-
Long Term debt	..	-	-	-	-
Other Liabilities	..	-	-	-	-
Total Liabilities	43,411	-	-	-	-
Total Equity	11,783	-	-	-	-

See Note(s) on Symbols Page.

Management Consulting Services (SIC 777)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Liquidity Ratios					
Current	.9	-	-	-	-
Quick	.3	-	-	-	-
Leverage Ratios					
Debt / Equity	3.7	-	-	-	-
Interest Coverage (times)	8.5	-	-	-	-
Debt Ratio	.8	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	18.4	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	7	-	-	-	-
Low Revenue Value (\$)	60,290	-	-	-	-
High Revenue value (\$)	840,788	-	-	-	-
Selected Expense Ratios					
Cost of sales	46.7	-	-	-	-
Bank interest & charges	3.1	-	-	-	-
Depreciation & amortization	5.8	-	-	-	-
Repairs & maintenance	.6	-	-	-	-
Heat, light & telephone	3.6	-	-	-	-
Insurance	1.6	-	-	-	-
Professional fees	.7	-	-	-	-
Wages, salaries and benefits	29.7	-	-	-	-
Advertising	1.1	-	-	-	-
Rent	10.6	-	-	-	-
Supplies	2.2	-	-	-	-
Delivery	.7	-	-	-	-
Unspecified (1)	.6	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	7	-	-	-	-
Low Revenue Value (\$)	60,290	-	-	-	-
High Revenue value (\$)	840,788	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	2,331	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	5,124	-	-	-	-
Inventory	10,143	-	-	-	-
Other Current Assets	16,011	-	-	-	-
Total Current Assets	33,609	-	-	-	-
Fixed Assets	146,716	-	-	-	-
Less: Accum. Dep. on Fixed Assets	40,986	-	-	-	-
Other Assets	8,155	-	-	-	-
Total Assets	147,495	-	-	-	-
Liabilities and Equity					
Current Bank Loans	16,141	-	-	-	-
Current Portion of Long Term debt	13,571	-	-	-	-
Accounts Payable	14,094	-	-	-	-
Other Current Liabilities	13,714	-	-	-	-
Total Current Liabilities	57,519	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	7,471	-	-	-	-
Long Term debt	51,345	-	-	-	-
Other Liabilities	..	-	-	-	-
Total Liabilities	116,335	-	-	-	-
Total Equity	31,159	-	-	-	-

See Note(s) on Symbols Page.

Licensed and Unlicensed Restaurants (SIC 9211-9212)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	7	-	-	-	-
Low Revenue Value (\$)	60,290	-	-	-	-
High Revenue value (\$)	840,788	-	-	-	-
Liquidity Ratios					
Current	.6	-	-	-	-
Quick	--	-	-	-	-
Leverage Ratios					
Debt / Equity	3.7	-	-	-	-
Interest Coverage (times)	.9	-	-	-	-
Debt Ratio	.8	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	-2.5	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	--	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	--	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	--	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	--	-	-	-	-
Tax Adjustments	--	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	13,263	-	-	-	-
High Revenue value (\$)	52,796	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	1.3	-	-	-	-
Depreciation & amortization	17.1	-	-	-	-
Repairs & maintenance	5.9	-	-	-	-
Heat, light & telephone	8.2	-	-	-	-
Insurance	2.5	-	-	-	-
Professional fees	3.8	-	-	-	-
Wages, salaries and benefits	31.8	-	-	-	-
Rent	9.6	-	-	-	-
Supplies	.8	-	-	-	-
Unspecified (1)	33.1	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	13,263	-	-	-	-
High Revenue value (\$)	52,796	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	3,556	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	..	-	-	-	-
Inventory	662	-	-	-	-
Other Current Assets	27	-	-	-	-
Total Current Assets	4,244	-	-	-	-
Fixed Assets	21,153	-	-	-	-
Less: Accum. Dep. on Fixed Assets	4,164	-	-	-	-
Other Assets	..	-	-	-	-
Total Assets	21,233	-	-	-	-
Liabilities and Equity					
Current Bank Loans	..	-	-	-	-
Current Portion of Long Term debt	..	-	-	-	-
Accounts Payable	2,253	-	-	-	-
Other Current Liabilities	713	-	-	-	-
Total Current Liabilities	2,966	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	18,450	-	-	-	-
Long Term debt	..	-	-	-	-
Other Liabilities	..	-	-	-	-
Total Liabilities	21,416	-	-	-	-
Total Equity	-183	-	-	-	-

See Note(s) on Symbols Page.

Laundries and Cleaners (SIC 972)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	13,263	-	-	-	-
High Revenue value (\$)	52,796	-	-	-	-
Liquidity Ratios					
Current	1.4	-	-	-	-
Quick	1.2	-	-	-	-
Leverage Ratios					
Debt / Equity	-117.3	-	-	-	-
Interest Coverage (times)	3.1	-	-	-	-
Debt Ratio	1.0	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	2.1	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	1.2	-	-	-	-
Depreciation & amortization	10.8	-	-	-	-
Repairs & maintenance	8.1	-	-	-	-
Heat, light & telephone	8.2	-	-	-	-
Insurance	3.3	-	-	-	-
Professional fees	2.4	-	-	-	-
Wages, salaries and benefits	52.7	-	-	-	-
Supplies	1.7	-	-	-	-
Travel & Entertainment	2.5	-	-	-	-
Unspecified (1)	3.5	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	12,400	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	14,055	-	-	-	-
Inventory	..	-	-	-	-
Other Current Assets	3,842	-	-	-	-
Total Current Assets	30,296	-	-	-	-
Fixed Assets	235,971	-	-	-	-
Less: Accum. Dep. on Fixed Assets	70,394	-	-	-	-
Other Assets	31,833	-	-	-	-
Total Assets	227,705	-	-	-	-
Liabilities and Equity					
Current Bank Loans	..	-	-	-	-
Current Portion of Long Term debt	9,900	-	-	-	-
Accounts Payable	2,225	-	-	-	-
Other Current Liabilities	44,542	-	-	-	-
Total Current Liabilities	56,667	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	12,503	-	-	-	-
Long Term debt	29,475	-	-	-	-
Other Liabilities	20,267	-	-	-	-
Total Liabilities	118,911	-	-	-	-
Total Equity	108,794	-	-	-	-

See Note(s) on Symbols Page.

Machinery and Equipment Rental and Leasing Services (SIC 991)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	x	-	-	-	-
Low Revenue Value (\$)	x	-	-	-	-
High Revenue value (\$)	x	-	-	-	-
Liquidity Ratios					
Current	.5	-	-	-	-
Quick	.2	-	-	-	-
Leverage Ratios					
Debt / Equity	1.1	-	-	-	-
Interest Coverage (times)	27.9	-	-	-	-
Debt Ratio	.5	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	33.5	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

Repair Services (includes Electric Motor Repair and Welding) (SIC 994)

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	11	-	-	-	-
Low Revenue Value (\$)	77,752	-	-	-	-
High Revenue value (\$)	1,225,381	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	5.0	-	-	-	-
Depreciation & amortization	4.4	-	-	-	-
Repairs & maintenance	.3	-	-	-	-
Heat, light & telephone	4.1	-	-	-	-
Insurance	2.5	-	-	-	-
Professional fees	.6	-	-	-	-
Wages, salaries and benefits	14.7	-	-	-	-
Rent	4.5	-	-	-	-
Supplies	38.0	-	-	-	-
Travel & Entertainment	16.9	-	-	-	-
Unspecified (1)	25.5	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	11	-	-	-	-
Low Revenue Value (\$)	77,752	-	-	-	-
High Revenue value (\$)	1,225,381	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	..	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	277,267	-	-	-	-
Inventory	4,815	-	-	-	-
Other Current Assets	1,218	-	-	-	-
Total Current Assets	283,300	-	-	-	-
Fixed Assets	172,695	-	-	-	-
Less: Accum. Dep. on Fixed Assets	76,779	-	-	-	-
Other Assets	2,498	-	-	-	-
Total Assets	381,714	-	-	-	-
Liabilities and Equity					
Current Bank Loans	110,384	-	-	-	-
Current Portion of Long Term debt	16,719	-	-	-	-
Accounts Payable	119,684	-	-	-	-
Other Current Liabilities	45,825	-	-	-	-
Total Current Liabilities	292,613	-	-	-	-
Mortgages Payable	14,079	-	-	-	-
Due to Affiliates/Shareholders	9,940	-	-	-	-
Long Term debt	15,429	-	-	-	-
Other Liabilities	433	-	-	-	-
Total Liabilities	332,494	-	-	-	-
Total Equity	49,220	-	-	-	-

See Note(s) on Symbols Page.

Repair Services (includes Electric Motor Repair and Welding) (SIC 994)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	11	-	-	-	-
Low Revenue Value (\$)	77,752	-	-	-	-
High Revenue value (\$)	1,225,381	-	-	-	-
Liquidity Ratios					
Current	1.0	-	-	-	-
Quick	--	-	-	-	-
Leverage Ratios					
Debt / Equity	6.8	-	-	-	-
Interest Coverage (times)	2.1	-	-	-	-
Debt Ratio	.9	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	2.8	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	--	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	--	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	--	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	--	-	-	-	-
Tax Adjustments	--	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

TABLE 1. Selected expense ratios for 1984

Selected expense ratios	Averages(1)				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	38	-	-	-	-
Low Revenue Value (\$)	17,478	-	-	-	-
High Revenue value (\$)	149,867	-	-	-	-
Selected Expense Ratios					
Bank interest & charges	1.4	-	-	-	-
Depreciation & amortization	5.4	-	-	-	-
Repairs & maintenance	3.4	-	-	-	-
Heat, light & telephone	6.1	-	-	-	-
Insurance	1.3	-	-	-	-
Professional fees	1.9	-	-	-	-
Wages, salaries and benefits	31.1	-	-	-	-
Rent	6.5	-	-	-	-
Supplies	18.2	-	-	-	-
Travel & Entertainment	9.4	-	-	-	-
Unspecified (1)	29.4	-	-	-	-

See Note(s) on Symbols Page.

TABLE 2. Balance sheet profile for 1984

Balance sheet profile	Averages				
	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	38	-	-	-	-
Low Revenue Value (\$)	17,478	-	-	-	-
High Revenue value (\$)	149,867	-	-	-	-
Balance Sheet Profile					
Assets					
Cash	1,972	-	-	-	-
Marketable Securities	..	-	-	-	-
Accounts and Notes Receivable	4,037	-	-	-	-
Inventory	194	-	-	-	-
Other Current Assets	5,987	-	-	-	-
Total Current Assets	12,190	-	-	-	-
Fixed Assets	19,868	-	-	-	-
Less: Accum. Dep. on Fixed Assets	9,054	-	-	-	-
Other Assets	3,822	-	-	-	-
Total Assets	26,826	-	-	-	-
Liabilities and Equity					
Current Bank Loans	816	-	-	-	-
Current Portion of Long Term debt	918	-	-	-	-
Accounts Payable	6,167	-	-	-	-
Other Current Liabilities	7,110	-	-	-	-
Total Current Liabilities	15,010	-	-	-	-
Mortgages Payable	..	-	-	-	-
Due to Affiliates/Shareholders	12,864	-	-	-	-
Long Term debt	2,816	-	-	-	-
Other Liabilities	116	-	-	-	-
Total Liabilities	30,807	-	-	-	-
Total Equity	-3,990	-	-	-	-

See Note(s) on Symbols Page.

Services to Buildings & Dwellings (SIC 995)

TABLE 3. Financial ratios for 1984

Financial ratios	Averages				
	Total	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
Number of Firms (weighted estimate)	38	-	-	-	-
Low Revenue Value (\$)	17,478	-	-	-	-
High Revenue value (\$)	149,867	-	-	-	-
Liquidity Ratios					
Current	.8	-	-	-	-
Quick	.1	-	-	-	-
Leverage Ratios					
Debt / Equity	-7.7	-	-	-	-
Interest Coverage (times)	.5	-	-	-	-
Debt Ratio	1.1	-	-	-	-
Profitability Ratios					
Net Profit Margin (%)	-.8	-	-	-	-

TABLE 4. Statement of changes in financial position for 1984 (Incorporated)

Business and Personal Services (SIC 7711-9999)

Statement of changes in financial position	Averages				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of Firms (weighted estimate)	343	-	-	-	-
Low Revenue Value (\$)	31,324	-	-	-	-
High Revenue value (\$)	1,100,407	-	-	-	-
Source of Funds (\$)					
From Operations	75,736	-	-	-	-
Sale of Fixed Assets	4,222	-	-	-	-
Increase in Long Term Debt	14,106	-	-	-	-
Advances From Owners and Affiliates	21,547	-	-	-	-
From Government	..	-	-	-	-
Increase in Share Capital	1,103	-	-	-	-
Sale of Investments	1,030	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Application of Funds (\$)					
Purchase of Fixed Assets	18,112	-	-	-	-
Payment of Dividends	..	-	-	-	-
Repayment of Long Term Debt	30,377	-	-	-	-
Current Portion of Long Term Debt	557	-	-	-	-
Purchase of Investment	14,286	-	-	-	-
Repayment of Adv. from Owners and Affil	73,257	-	-	-	-
Decrease in Equity	..	-	-	-	-
Tax Adjustments	..	-	-	-	-
Other Applications	7,469	-	-	-	-
Total	144,057	-	-	-	-
Increase (Decrease) in Net Working Capital	-21,673	-	-	-	-

Appendix A

Selected and Anticipated Publications Relating to Small Business

Catalogue

61-231 **Small Business in Canada: A Statistical Profile 1982-1984**

61-521 **Small Business in Canada: A Statistical Profile 1981-1983**

These publications provides a detailed distribution of firms by size and by province for all industries where small businesses have a significant presence. At the Canada level balance sheet and income statement data is displayed.

61-522 **Sales per Selling Area of Independent Retailers**

This study presents average sales for 34 kinds of retail business. Data are presented in quartile ranges based an average sales per selling area and average sales per total area by kind of business for Canada, provinces and territories.

Small Business Profiles (Annual)

61-601	Canada
61-602	Newfoundland
61-603	Prince Edward Island
61-604	Nova Scotia
61-605	New Brunswick
61-606	Quebec
61-607	Ontario
61-608	Manitoba
61-609	Saskatchewan
61-610	Alberta
61-611	British Columbia
61-612	Yukon
61-613	Northwest Territories

These publications display liquidity ratios, leverage and operating ratios plus information on each industry's distribution of businesses, sales and wages. All this information is portrayed by province and size of firm i.e. revenue quartiles. This information is available for the following 13 industries for the year 1984:

Truck Transport; Taxicab; Appliance, Television, Radio and Stereo Stores; Gasoline Service Stations; Toy, Hobby, Novelty and Souvenir Stores; Operators of Buildings and Dwellings; Management Consulting Services; Licensed and Unlicensed Restaurants; Barber and Beauty Shops; Laundries and Cleaners; Machinery and Equipment Rental and Leasing Services; Repair Services (includes Electric Motor Repair and Welding); and, Services to Buildings and Dwelling.

A similar exercise for the year 1985 will yield results for 34 industries heavily populated by small firms. Data for 1985 will be available in the fall of 1987.

Appendix A – Concluded

Selected and Anticipated Publications Relating to Small Business

Survey of Employment Payrolls and Hours by Firm Size (Quarterly)

This project provides up-to-date size of businesses data by province for employment, payroll and hours. It will be operational within the next year.

Employment Creation By Province, Industry Classification, Firm Size and Life Status (Annual)

Depicts the number of jobs created or lost among the universe of employers, i.e. new employers (births), continuing firms and firms no longer in operation (deaths). The data which are by firm size, province and detailed industry group from 1978 to 1985 are now available on the basis of custom tabulations.

Demographic and Earnings Profile of Business Employment (Annual)

This project is similar to the Employment Creation report above but with employment portrayed by the age, sex and earnings of employees. Output is now available in the form of custom tabulations.

Business Births and Deaths (Annual)

This project will augment the birth and death information provided in the Employment Creation report by incorporating the births and deaths of the thousands of firms without employees. Output will be available within the next several months.

Employment Creation and Financial Performance (Annual)

This project will relate the financial performance of incorporated firms e.g. their sales, profits, assets to their employment creation record. This information will be available by size of firm, province and major industry group. Output will be available within the next several months.

Publications existantes et prévues concernant les petites entreprises

Enquête sur l'emploi, la rémunération et les heures de travail, selon la taille de l'entreprise (trimestriel)
Ce projet fournit des données à jour sur la taille des entreprises selon la province d'emploi, la rémunération et les heures de travail. L'ouvrage sera prêt au cours de l'année prochaine.

Création d'emplois selon la province, la division d'activité économique, la taille et la situation de l'entreprise (annuel)
Cette publication indique le nombre d'emplois créés ou perdus dans l'univers des employeurs, c'est-à-dire les nouveaux employeurs, (créations), les entreprises en activité et les entreprises qui ont cessé leur activité (disparitions). Les données apparaissant selon la taille de l'entreprise, la province et le groupe précis d'industries de 1978 à 1985 sont actuellement disponibles sous la forme de totalisations habituelles.

Profil démographique et profil des gains des employés dans les entreprises (annuel)
Cet ouvrage ressemble au rapport de création d'emplois mentionné ci-dessus, sauf qu'il ventile l'emploi selon l'âge, le sexe et les gains des employés. Les résultats sont maintenant disponibles sous la forme de totalisations habituelles.

Créations et disparitions d'entreprises (annuel)
Cette publication permettra d'augmenter les renseignements sur les créations et les disparitions que d'entreprises sans employés. Les résultats seront disponibles au cours des prochains mois.

Création d'emplois et rendement financier (annuel)
Cet ouvrage servira à établir les liens entre le rendement financier des entreprises constituées en société, c'est-à-dire leurs ventes, leurs profits et leur actif, et les emplois qu'elles ont créés. Les renseignements seront ventilés selon la taille de l'entreprise, la province et le principal groupe d'activité économique. Les résultats seront disponibles au cours des prochains mois.

Catalogue

- 61-231 Profil statistique de la petite entreprise au Canada, 1982-1984
- 61-521 Profil statistique de la petite entreprise au Canada, 1981-1983

Ces publications présentent les entreprises selon la taille et la province, pour toutes industries dans lesquelles on trouve un grand nombre de petites entreprises. L'ouvrage renferme le bilan et l'état des revenus et des dépenses des entreprises canadiennes.

- 61-522 Ventes des détaillants indépendants selon la superficie de vente

Cette étude présente la moyenne des ventes enregistrées par 34 catégories de commerces de détail. Les données présentées en une série de quartiles sont régies par la moyenne des ventes selon la superficie de vente et la superficie totale du Canada, des provinces et des territoires.

Profil des petites entreprises (annuel)

- 61-601 Canada
- 61-602 Terre-Neuve
- 61-603 Ile-du-Prince-Edouard
- 61-604 Nouvelle-Ecosse
- 61-605 Nouveau-Brunswick
- 61-606 Québec
- 61-607 Ontario
- 61-608 Manitoba
- 61-609 Saskatchewan
- 61-610 Alberta
- 61-611 Colombie-Britannique
- 61-612 Yukon
- 61-613 Territoires du Nord-Ouest

Ces publications renferment des ratios de liquidité, de levier et d'exploitation ainsi que des renseignements sur la répartition des entreprises, des ventes, de l'emploi et des salaires à l'intérieur de chacune des branches d'activité. Tous les renseignements seront ventilés selon la province et la taille de l'entreprise, c'est-à-dire selon les quartiles de recettes. Ces données sont disponibles pour les 13 branches d'activité suivantes pour l'année d'imposition 1984:

Gammionnage; taxi; magasins d'appareils ménagers, de téléviseurs, de radios et d'appareils stéréophoniques; stations-service; magasins de jouets, d'articles de loisir, d'articles de fantaisie et de souvenirs; exploitants de bâtiments et de logements; bureaux de conseils en gestion; restaurants avec et sans permis de boissons; salons de coiffure et salons de beauté; services de blanchissage et de nettoyage à sec; service de location de machines et de matériel; services de réparation (y compris les moteurs électriques et le soudage); services relatifs aux bâtiments et aux habitations.

En appliquant la même procédure pour l'année d'imposition 1985, on obtiendra les mêmes résultats pour 34 branches d'activité où dominent les petites entreprises. Les données pour 1985 seront disponibles à l'automne 1987.

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
38	-	-	-	-	Nombre d'entreprises (estimation pondérée)
17,478	-	-	-	-	Valeur des recettes basses (\$)
149,867	-	-	-	-	Valeur des recettes élevées (\$)
.8	-	-	-	-	Ratios de liquidité
.1	-	-	-	-	A court terme
.8	-	-	-	-	Ratios de trésorerie
.1	-	-	-	-	Ratios de levier
-7.7	-	-	-	-	Dettes/avoir propre
.5	-	-	-	-	Couverture de l'intérêt (fois)
1.1	-	-	-	-	Ratios d'endettement
- .8	-	-	-	-	Ratios de profitabilité
	-	-	-	-	Marge bénéficiaire nette (%)

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 7711-9999)

État de l'évolution de la situation financière					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
343	-	-	-	-	Nombre d'entreprises (estimation pondérée)
31,324	-	-	-	-	Valeur des recettes basses (\$)
1,100,407	-	-	-	-	Valeur des recettes élevées (\$)
75,736	-	-	-	-	Des activités
4,222	-	-	-	-	Vente d'immobilisations
14,106	-	-	-	-	Augmentation de la dette à long terme
21,547	-	-	-	-	Avances des propriétaires et des sociétés affiliées
21,547	-	-	-	-	Des administrations
1,103	-	-	-	-	Augmentation du capital-actions
1,030	-	-	-	-	Vente de placements et investissements
4,640	-	-	-	-	Ajustements fiscaux
122,384	-	-	-	-	Autres sources
122,384	-	-	-	-	Total
18,112	-	-	-	-	Achat d'immobilisations
30,377	-	-	-	-	Paiement de dividendes
557	-	-	-	-	Remboursement de la dette à long terme
14,286	-	-	-	-	Partie courante de la dette à long terme
73,257	-	-	-	-	Achat d'investissements
7,469	-	-	-	-	Remboursement d'avances et de prêts des propriétaires et sociétés affiliées
144,057	-	-	-	-	Diminution d'avoir propre
-21,673	-	-	-	-	Ajustements fiscaux
	-	-	-	-	Autres utilisations
	-	-	-	-	Total
	-	-	-	-	Augmentation (diminution) du fonds de roulement net

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					
Moyennes(1)	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
	38	-	-	-	-
Nombre d'entreprises (estimation pondérée)	17,478	-	-	-	-
Valeur des recettes élève (\$)	149,867	-	-	-	-
Certains Ratios de Frais	1.4	-	-	-	-
Intérêts et frais bancaires	5.4	-	-	-	-
Amortissement	3.4	-	-	-	-
Réparations et entretien	6.1	-	-	-	-
Chauffage, éclairage et téléphone	1.3	-	-	-	-
Assurance	1.9	-	-	-	-
Honoraires professionnels	31.1	-	-	-	-
Salaires, traitements et avantages sociaux	6.5	-	-	-	-
Loyers	18.2	-	-	-	-
Fournitures	9.4	-	-	-	-
Voyages et divertissements	29.4	-	-	-	-
Non précisés (1)		-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					
Moyennes	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
	38	-	-	-	-
Nombre d'entreprises (estimation pondérée)	17,478	-	-	-	-
Valeur des recettes basse (\$)	149,867	-	-	-	-
Profil du bilan	1,972	-	-	-	-
Encaisse	4,037	-	-	-	-
Comptes clients et billets à recevoir	194	-	-	-	-
Stocks	5,987	-	-	-	-
Autre de l'actif à court terme	12,190	-	-	-	-
Total de l'actif à court terme	19,868	-	-	-	-
Immobilisations	9,054	-	-	-	-
Moins amortissements accumulés sur	3,822	-	-	-	-
Immobilisations	26,826	-	-	-	-
Total de l'actif	816	-	-	-	-
Prêts bancaires courants	918	-	-	-	-
Partie courante de la dette à long terme	6,167	-	-	-	-
Comptes fournisseurs	7,110	-	-	-	-
Autre passif à court terme	15,010	-	-	-	-
Total du passif à court terme	12,864	-	-	-	-
Somme du sociétés affiliées/actionnaires	116	-	-	-	-
Autre passif	30,807	-	-	-	-
Total du passif	-3,990	-	-	-	-
Total des avoirs propres		-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers					Moyennes	25% moyen supérieur	25% supérieur
Total	25% inférieur	25% moyen inférieur	25% moyen	25% supérieur			
11	-	-	-	-	-	-	-
77,752	-	-	-	-	-	-	-
1,225,381	-	-	-	-	-	-	-
Ratios de liquidité	1.0	-	-	-	-	-	-
A court terme	-	-	-	-	-	-	-
Ratios de trésorerie	-	-	-	-	-	-	-
Ratios de levier	6.8	-	-	-	-	-	-
Dettes/avoir propre	2.1	-	-	-	-	-	-
Couverture de l'intérêt (fois)	0.9	-	-	-	-	-	-
Ratios d'endettement	2.8	-	-	-	-	-	-
Ratios de profitabilité	-	-	-	-	-	-	-
Marge bénéficiaire nette (%)	-	-	-	-	-	-	-

TABLEAU 4. Etat de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 7711-9999)

Etat de l'évolution de la situation financière					Moyennes		
Total	25% inférieur	25% moyen inférieur	25% moyen	25% supérieur	25% moyen supérieur	25% supérieur	25% supérieur
343	-	-	-	-	-	-	-
31,324	-	-	-	-	-	-	-
1,100,407	-	-	-	-	-	-	-
Source des fonds (\$)	75,736	-	-	-	-	-	-
Vente d'immobilisations	4,222	-	-	-	-	-	-
Augmentation de la dette à long terme	14,106	-	-	-	-	-	-
Avances des propriétaires et des sociétés affiliées	21,547	-	-	-	-	-	-
Des administrations	-	-	-	-	-	-	-
Augmentation du capital-actions	1,103	-	-	-	-	-	-
Vente de placements et investissements	1,030	-	-	-	-	-	-
Ajustements fiscaux	-	-	-	-	-	-	-
Autres sources	4,640	-	-	-	-	-	-
Total	122,384	-	-	-	-	-	-
Emploi des fonds (\$)	18,112	-	-	-	-	-	-
Achat d'immobilisations	30,377	-	-	-	-	-	-
Partie courante de la dette à long terme	557	-	-	-	-	-	-
Remboursement de la dette à long terme	14,286	-	-	-	-	-	-
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	73,257	-	-	-	-	-	-
Diminution d'avoir-propre	-	-	-	-	-	-	-
Ajustements fiscaux	-	-	-	-	-	-	-
Autres utilisations	7,469	-	-	-	-	-	-
Total	144,057	-	-	-	-	-	-
Augmentation (diminution) du fonds de roulement net	-21,673	-	-	-	-	-	-

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					Moyennes(1)
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
11	-	-	-	-	
77,752	-	-	-	-	
1,225,381	-	-	-	-	
Certains Ratios de Frais					
Intérêts et frais bancaires	5.0	-	-	-	
Amortissement	4.4	-	-	-	
Réparations et entretien	.3	-	-	-	
Chauffage, éclairage et téléphone	4.1	-	-	-	
Assurance	2.5	-	-	-	
Honoraires professionnels	.6	-	-	-	
Salaires, traitements et avantages sociaux	14.7	-	-	-	
Loyers	4.5	-	-	-	
Fournitures	38.0	-	-	-	
Voyages et divertissements	16.9	-	-	-	
Non précisés (1)	25.5	-	-	-	
Nombre d'entreprises (estimation pondérée)	11	-	-	-	
Valeur des recettes base (\$)	77,752	-	-	-	
Valeur des recettes élevée (\$)	1,225,381	-	-	-	

Voir notes(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					Moyennes
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
11	-	-	-	-	
77,752	-	-	-	-	
1,225,381	-	-	-	-	
Profil du bilan					
Actif					
Encaisse	..	-	-	-	
Valeurs négociables	..	-	-	-	
Comptes clients et billets à recevoir	277,267	-	-	-	
Stocks	4,815	-	-	-	
Autre de l'actif à court terme	1,218	-	-	-	
Total de l'actif à court terme	283,300	-	-	-	
Immobilisations	172,695	-	-	-	
Moins amortissements accumulés sur immobilisations	76,779	-	-	-	
Autre de l'actif	2,498	-	-	-	
Total de l'actif	381,714	-	-	-	
Passif et capitaux propres	110,384	-	-	-	
Prêts bancaires courants	16,719	-	-	-	
Partie courante de la dette à long terme	119,684	-	-	-	
Comptes fournisseurs	45,825	-	-	-	
Autre passif à court terme	292,613	-	-	-	
Hypothèques	14,079	-	-	-	
Somme du sociétés affiliées/actionnaires	9,940	-	-	-	
Dette à long terme	15,429	-	-	-	
Autre passif	433	-	-	-	
Total du passif	332,494	-	-	-	
Total des avoirs propres	49,220	-	-	-	
Nombre d'entreprises (estimation pondérée)	11	-	-	-	
Valeur des recettes base (\$)	77,752	-	-	-	
Valeur des recettes élevée (\$)	1,225,381	-	-	-	

Voir notes(s) à la page des signes conventionnels.

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes base (\$)	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-
Ratios de liquidité					
À court terme	.5	-	-	-	-
Ratios de trésorerie	.2	-	-	-	-
Ratios de levier	1.1	-	-	-	-
Dettes/avoir propre	27.9	-	-	-	-
Couverture de l'intérêt (fois)	.5	-	-	-	-
Ratios d'endettement	33.5	-	-	-	-
Ratios de profitabilité					
Marge bénéficiaire nette (%)					

TABLEAU 4. Etat de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 771-999)

Etat de l'évolution de la situation financière	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	343	-	-	-	-
Valeur des recettes base (\$)	31,324	-	-	-	-
Valeur des recettes élevée (\$)	1,100,407	-	-	-	-
Source des fonds (\$)					
Des actives					
Vente d'immobilisations	75,736	-	-	-	-
Augmentation de la dette à long terme	4,222	-	-	-	-
Augmentation de la dette à long terme	14,106	-	-	-	-
Avances des propriétaires et des sociétés affiliées	21,547	-	-	-	-
Des administrations					
Augmentation du capital-actions	1,103	-	-	-	-
Vente de placements et investissements	1,030	-	-	-	-
Ajustements fiscaux	4,640	-	-	-	-
Autres sources	122,384	-	-	-	-
Total	18,112	-	-	-	-
Achat d'immobilisations	30,377	-	-	-	-
Remboursement de la dette à long terme	557	-	-	-	-
Partie courante de la dette à long terme	14,286	-	-	-	-
Achat d'investissements	73,257	-	-	-	-
Diminution d'avoir-propre	7,469	-	-	-	-
Autres utilisations	144,057	-	-	-	-
Total	-21,673	-	-	-	-
Augmentation (diminution) du fonds de roulement net					

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais		Moyennes(1)	
Certains ratios de frais	Nombre d'entreprises (estimation pondérée)	X	-
	Valeur des recettes basse (\$)	X	-
	Valeur des recettes élevée (\$)	X	-
	Certaines Ratios de Frais	1.2	-
	Intérêts et frais bancaires	10.8	-
Total (2)	Amortissement	8.1	-
	Réparations et entretien	8.2	-
	Chauffage, éclairage et téléphone	3.3	-
	Assurance	2.4	-
	Honoraires professionnels	52.7	-
25% moyen inférieur	Salaaires, traitements et avantages sociaux	1.7	-
	Fournitures	2.5	-
	Voyages et divertissements	3.5	-
	Non précisés (1)	-	-
		-	-
25% moyen supérieur		-	-
		-	-
		-	-
		-	-
		-	-

TABLEAU 2. Profil du bilan pour 1984

Moyennes		Profil du bilan	
		Nombre d'entreprises (estimation pondérée) Valeur des recettes basse (\$) Valeur des recettes élevée (\$)	Profil du bilan Actif Encaisse Valeurs négociables Comptes clients et billets à recevoir Stocks Autre de l'actif à court terme Total de l'actif à court terme Immobilisations Moins amortissements accumulés sur immobilisations Autre de l'actif Total de l'actif Passif et capitaux propres Prêts bancaires courants Partie courante de la dette à long terme Comptes fournisseurs Autre passif à court terme Total du passif à court terme Hypothèques Somme des sociétés affiliées/actionnaires Dette à long terme Autre passif Total du passif Total des avoirs propres
25%	inférieur	x	108,794
25%	moyen	x	118,911
25%	supérieur	x	12,400

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes basse (\$)	13,263	-	-	-	-
Valeur des recettes élevée (\$)	52,796	-	-	-	-
Ratios de liquidité	1.4	-	-	-	-
A court terme	1.2	-	-	-	-
Ratios de trésorerie	-117.3	-	-	-	-
Dettes/avoir propre	3.1	-	-	-	-
Couverture de l'intérêt (fois)	1.0	-	-	-	-
Ratios d'endettement	2.1	-	-	-	-
Marge bénéficiaire nette (%)	-	-	-	-	-

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 7711-9999)

État de l'évolution de la situation financière					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
Nombre d'entreprises (estimation pondérée)	343	-	-	-	-
Valeur des recettes basse (\$)	31,324	-	-	-	-
Valeur des recettes élevée (\$)	1,100,407	-	-	-	-
Source des fonds (\$)	75,736	-	-	-	-
Vente d'immobilisations	4,222	-	-	-	-
Augmentation de la dette à long terme	14,106	-	-	-	-
Avances des propriétaires et des sociétés affiliées	21,547	-	-	-	-
Des administrations	1,103	-	-	-	-
Augmentation du capital-actions	1,030	-	-	-	-
Vente de placements et investissements	4,640	-	-	-	-
Ajustements fiscaux	122,384	-	-	-	-
Total	18,112	-	-	-	-
Achat d'immobilisations	30,377	-	-	-	-
Remboursement de la dette à long terme	557	-	-	-	-
Partie courante de la dette à long terme	14,286	-	-	-	-
Achat d'investissements	73,257	-	-	-	-
Propriétaires et sociétés affiliées	7,469	-	-	-	-
Diminution d'avoir-propre	144,057	-	-	-	-
Ajustements fiscaux	-21,673	-	-	-	-
Augmentation (diminution) du fonds de roulement net	-	-	-	-	-

TABLEAU 1. Certains ratios de frais pour 1984

Moyennes(1)		Certains ratios de frais	
		Nombre d'entreprises (estimation pondérée) Valeur des recettes basse (\$) Valeur des recettes élevée (\$)	Certains Ratios de Frais Intérêts et frais bancaires Amortissement Réparations et entretien Chauffage, éclairage et téléphone Assurance Honoraires professionnels Salaires, traitements et avantages sociaux Loyers Fournitures Non précisés (1)
	Total (2)	x	33.1
25% inférieur	25% inférieur	-	-
25% moyen	25% moyen	-	-
25% supérieur	25% supérieur	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

	Moyennes	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Profil du bilan						
Nombre d'entreprises (estimation pondérée)	x	13,263	-	-	-	-
Valeur des recettes base (\$)		52,796	-	-	-	-
Valeur des recettes élevée (\$)			-	-	-	-
Actif						
Encaisse		3,556	-	-	-	-
Valeurs négociables		..	-	-	-	-
Stocks		662	-	-	-	-
Autre de l'actif à court terme		27	-	-	-	-
Total de l'actif à court terme		4,244	-	-	-	-
Immobilisations		21,153	-	-	-	-
Moins amortissements accumulés sur immobilisations		4,164	-	-	-	-
Autre de l'actif		..	-	-	-	-
Total de l'actif		21,233	-	-	-	-
Passif et capitaux propres						
Prêts bancaires courants		..	-	-	-	-
Partie courante de la dette à long terme		..	-	-	-	-
Comptes fournisseurs		2,253	-	-	-	-
Autre passif à court terme		713	-	-	-	-
Total du passif à court terme		2,966	-	-	-	-
Hypothèques		..	-	-	-	-
Somme des sociétés affiliées/actionnaires		18,450	-	-	-	-
Dette à long terme		..	-	-	-	-
Autre passif		..	-	-	-	-
Total des avoirs propres		21,416	-	-	-	-
		-183	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 3. Ratios financiers pour 1984

Restaurants avec et sans permis de boissons (CTI 9211-9212)

Ratios financiers					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
7	-	-	-	-	
60,290	-	-	-	-	
840,788	-	-	-	-	
Ratios de liquidité	-	-	-	-	
A court terme	-	-	-	-	
Ratios de trésorerie	-	-	-	-	
Ratios de levier	-	-	-	-	
Dettes/avoir propre	-	-	-	-	
Couverture de l'intérêt (lois)	-	-	-	-	
0,9	-	-	-	-	
0,8	-	-	-	-	
-2,5	-	-	-	-	
Ratio de profitabilité	-	-	-	-	
Marge bénéficiaire nette (%)	-	-	-	-	

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 7711-9999)

État de l'évolution de la situation financière					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
343	-	-	-	-	
31,324	-	-	-	-	
1,100,407	-	-	-	-	
Source des fonds (\$)	-	-	-	-	
Des activités	-	-	-	-	
75,736	-	-	-	-	
4,222	-	-	-	-	
14,106	-	-	-	-	
Augmentation de la dette à long terme	-	-	-	-	
Avances des propriétaires et des sociétés affiliées	-	-	-	-	
21,547	-	-	-	-	
Des administrations	-	-	-	-	
1,103	-	-	-	-	
1,030	-	-	-	-	
Autres sources	-	-	-	-	
4,640	-	-	-	-	
122,384	-	-	-	-	
Total	-	-	-	-	
Emploi des fonds (\$)	-	-	-	-	
Achat d'immobilisations	-	-	-	-	
18,112	-	-	-	-	
..	-	-	-	-	
30,377	-	-	-	-	
Partie courante de la dette à long terme	-	-	-	-	
557	-	-	-	-	
14,286	-	-	-	-	
Achat d'investissements	-	-	-	-	
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	-	-	-	-	
73,257	-	-	-	-	
..	-	-	-	-	
7,469	-	-	-	-	
144,057	-	-	-	-	
Total	-	-	-	-	
Augmentation (diminution) du fonds de roulement net	-	-	-	-	
-21,673	-	-	-	-	

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					
Nombre d'entreprises (estimation pondérée)	7	-	-	-	-
Valeur des recettes basse (\$)	60,290	-	-	-	-
Valeur des recettes élevée (\$)	840,788	-	-	-	-
Certains Ratios de Frais					
Coût des ventes	46.7	-	-	-	-
Intérêts et frais bancaires	3.1	-	-	-	-
Amortissement	5.8	-	-	-	-
Réparations et entretien	.6	-	-	-	-
Chauffage, éclairage et téléphone	3.6	-	-	-	-
Assurance	1.6	-	-	-	-
Honoraires professionnels	.7	-	-	-	-
Salaires, traitements et avantages sociaux	29.7	-	-	-	-
Publicité	1.1	-	-	-	-
Loyers	10.6	-	-	-	-
Fournitures	2.2	-	-	-	-
Livraison	.7	-	-	-	-
Non précisés (1)	.6	-	-	-	-
Moyennes(1)					
Total (2)	25%	25% moyen inférieur	25% moyen supérieur	25% supérieur	

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					
Nombre d'entreprises (estimation pondérée)					
Valeur des recettes basses (\$)					
Valeur des recettes élevée (\$)					
Profil du bilan					
Actif					
Encaisse					
Valeurs négociables					
Comptes clients et billets à recevoir					
Stocks					
Autre de l'actif à court terme					
Total de l'actif à court terme					
Immobilisations					
Moins amortissements accumulés sur immobilisations					
Autre de l'actif					
Total de l'actif					
Passif et capitaux propres					
Prêts bancaires courants					
Partie courante de la dette à long terme					
Comptes fournisseurs					
Autre passif à court terme					
Total du passif à court terme					
Hypothèques					
Somme du sociétés affiliées/actionnaires					
Dette à long terme					
Autre passif					
Total des avoirs propres					
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
7	-	-	-	-	-
60,290	-	-	-	-	-
840,788	-	-	-	-	-
2,331	-	-	-	-	-
5,124	-	-	-	-	-
10,143	-	-	-	-	-
16,011	-	-	-	-	-
33,609	-	-	-	-	-
146,716	-	-	-	-	-
40,986	-	-	-	-	-
8,155	-	-	-	-	-
147,495	-	-	-	-	-
16,141	-	-	-	-	-
13,571	-	-	-	-	-
14,094	-	-	-	-	-
13,714	-	-	-	-	-
57,519	-	-	-	-	-
..	-	-	-	-	-
7,471	-	-	-	-	-
51,345	-	-	-	-	-
..	-	-	-	-	-
116,335	-	-	-	-	-
31,159	-	-	-	-	-

Bureaux de conseils en gestion (CTI 777)

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers					Moyennes
Total	25% inférieur	25% moyen	25% moyen supérieur	25% supérieur	
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes basses (\$)	x	-	-	-	-
Valeur des recettes élevées (\$)	x	-	-	-	-
Ratios de liquidité					
À court terme	.9	-	-	-	-
Ratios de trésorerie	.3	-	-	-	-
Ratios de levier	3.7	-	-	-	-
Dettes/avoir propre	3.7	-	-	-	-
Couverture de l'intérêt (fois)	8.5	-	-	-	-
Ratios d'endettement	.8	-	-	-	-
Marge bénéficiaire nette (%)	18.4	-	-	-	-

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Industries des services aux entreprises et personnels (CTI 7711-9999)

État de l'évolution de la situation financière					Moyennes
Total	25% inférieur	25% moyen	25% moyen supérieur	25% supérieur	
Nombre d'entreprises (estimation pondérée)	343	-	-	-	-
Valeur des recettes basses (\$)	31,324	-	-	-	-
Valeur des recettes élevées (\$)	1,100,407	-	-	-	-
Source des fonds (\$)					
Des activités	75,736	-	-	-	-
Vente d'immobilisations	4,222	-	-	-	-
Augmentation de la dette à long terme	14,106	-	-	-	-
Avances des propriétaires et des sociétés affiliées	21,547	-	-	-	-
Des administrations	..	-	-	-	-
Augmentation du capital-actions	1,103	-	-	-	-
Vente de placements et investissements	1,030	-	-	-	-
Ajustements fiscaux	..	-	-	-	-
Autres sources	4,640	-	-	-	-
Total	122,384	-	-	-	-
Emploi des fonds (\$)	18,112	-	-	-	-
Achat d'immobilisations	..	-	-	-	-
Paiement de dividendes	30,377	-	-	-	-
Partie courante de la dette à long terme	557	-	-	-	-
Achat d'investissements	14,286	-	-	-	-
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	73,257	-	-	-	-
Diminution d'avoir-propre	..	-	-	-	-
Ajustements fiscaux	..	-	-	-	-
Autres utilisations	7,469	-	-	-	-
Total	144,057	-	-	-	-
Augmentation (diminution) du fonds de roulement net	-21,673	-	-	-	-

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					Moyennes(1)				
Total (2)	25% inférieur	25% moyen	25% supérieur	supérieur 25%	-	-	-	-	-
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	-	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-	-	-	-	-
Certains Ratios de Frais									
Intérêts et frais bancaires	2.7	-	-	-	-	-	-	-	-
Amortissement	2.9	-	-	-	-	-	-	-	-
Réparations et entretien	3.4	-	-	-	-	-	-	-	-
Chauffage, éclairage et téléphone	3.4	-	-	-	-	-	-	-	-
Assurance	1.5	-	-	-	-	-	-	-	-
Honoraires professionnels	4.5	-	-	-	-	-	-	-	-
Salaires, traitements et avantages sociaux	57.9	-	-	-	-	-	-	-	-
Loyers	10.0	-	-	-	-	-	-	-	-
Fournitures	5.5	-	-	-	-	-	-	-	-
Voyages et divertissements	7.0	-	-	-	-	-	-	-	-
Non précisés (1)	6.2	-	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					Moyennes				
Total (2)	25% inférieur	25% moyen	25% supérieur	supérieur 25%	-	-	-	-	-
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	-	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-	-	-	-	-
Actif									
Encaisse	11,970	-	-	-	-	-	-	-	-
Valcurs négociables	..	-	-	-	-	-	-	-	-
Comptes clients et billets à recevoir	7,626	-	-	-	-	-	-	-	-
Stocks	4,389	-	-	-	-	-	-	-	-
Autre de l'actif à court terme	14,200	-	-	-	-	-	-	-	-
Total de l'actif à court terme	38,184	-	-	-	-	-	-	-	-
Immobilisations	25,375	-	-	-	-	-	-	-	-
Moins amortissements accumulés sur	8,783	-	-	-	-	-	-	-	-
Immobilisations	419	-	-	-	-	-	-	-	-
Autre de l'actif	55,194	-	-	-	-	-	-	-	-
Total de l'actif	2,671	-	-	-	-	-	-	-	-
Prêts bancaires courants	789	-	-	-	-	-	-	-	-
Partie courante de la dette à long terme	6,639	-	-	-	-	-	-	-	-
Comptes fournisseurs	33,254	-	-	-	-	-	-	-	-
Autre passif à court terme	43,353	-	-	-	-	-	-	-	-
Total du passif à court terme	58	-	-	-	-	-	-	-	-
Somme du sociétés affiliées/actionnaires	..	-	-	-	-	-	-	-	-
Hypothèques	..	-	-	-	-	-	-	-	-
Dette à long terme	..	-	-	-	-	-	-	-	-
Autre passif	43,411	-	-	-	-	-	-	-	-
Total des avoirs propres	11,783	-	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

Exploitants de bâtiments et de logements (CTI 751)

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
92	-	-	-	-	Nombre d'entreprises (estimation pondérée)
15,869	-	-	-	-	Valeur des recettes basse (\$)
664,885	-	-	-	-	Valeur des recettes élevée (\$)
1.3	-	-	-	-	Ratios de liquidité
.2	-	-	-	-	A court terme
1.3	-	-	-	-	Ratios de trésorerie
1.3	-	-	-	-	Ratios de levier
1.3	-	-	-	-	Dettes/avoir propre
1.7	-	-	-	-	Couverture de l'intérêt (fois)
.6	-	-	-	-	Ratios d'endettement
38.2	-	-	-	-	Ratios de profitabilité
	-	-	-	-	Marge bénéficiaire nette (%)

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Agences d'immobilières et d'assurances (CTI 7510-7610)

État de l'évolution de la situation financière					Moyennes
Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
138	-	-	-	-	Nombre d'entreprises (estimation pondérée)
52,800	-	-	-	-	Valeur des recettes basse (\$)
52,800	-	-	-	-	Valeur des recettes élevée (\$)
11,780	-	-	-	-	Source des fonds (\$)
	-	-	-	-	Des activités
	-	-	-	-	Vente d'immobilisations
	-	-	-	-	Augmentation de la dette à long terme
	-	-	-	-	Avances des propriétaires et des sociétés affiliées
15,000	-	-	-	-	Des administrations
	-	-	-	-	Augmentation du capital-actions
	-	-	-	-	Vente de placements et investissements
	-	-	-	-	Ajustements fiscaux
	-	-	-	-	Autres sources
26,780	-	-	-	-	Total
	-	-	-	-	Emploi des fonds (\$)
	-	-	-	-	Achat d'immobilisations
	-	-	-	-	Palement de dividendes
8,337	-	-	-	-	Remboursement de la dette à long terme
	-	-	-	-	Partie courante de la dette à long terme
	-	-	-	-	Achat d'investissements
	-	-	-	-	Remboursement d'avances et de prêts des propriétaires et sociétés affiliées
	-	-	-	-	Propriétaires et sociétés affiliées
	-	-	-	-	Diminution d'avoir-propre
	-	-	-	-	Ajustements fiscaux
	-	-	-	-	Autres utilisations
8,337	-	-	-	-	Total
18,443	-	-	-	-	Augmentation (diminution) du fonds de roulement net

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					Moyennes(1)
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	
92	-	-	-	-	Exploitants de bâtiments et de logements (CTI 751)
15,869	-	-	-	-	
664,885	-	-	-	-	
48.2	-	-	-	-	
18.1	-	-	-	-	
15.4	-	-	-	-	
7.3	-	-	-	-	
9.1	-	-	-	-	
2.1	-	-	-	-	
1.1	-	-	-	-	
37.5	-	-	-	-	
9.1	-	-	-	-	
Non précisés (1)	-	-	-	-	
Certains Ratios de Frais	-	-	-	-	
l'intérêt du hypothèque	-	-	-	-	
Intérêts et frais bancaires	-	-	-	-	
Amortissement	-	-	-	-	
Réparations et entretien	-	-	-	-	
Chauffage, éclairage et téléphone	-	-	-	-	
Assurance	-	-	-	-	
Honoraires professionnels	-	-	-	-	
Salaires, traitements et avantages sociaux	-	-	-	-	

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					Moyennes
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	

92	-	-	-	-	Valeur des recettes élevée (\$)
15,869	-	-	-	-	
664,885	-	-	-	-	
31,123	-	-	-	-	Valeur des recettes basse (\$)
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	
676,845	-	-	-	-	
6,061	-	-	-	-	
461,955	-	-	-	-	
65,476	-	-	-	-	
130,045	-	-	-	-	
13,307	-	-	-	-	
130,045	-	-	-	-	
70,725	-	-	-	-	
3,629	-	-	-	-	
52,758	-	-	-	-	
2,933	-	-	-	-	
1,186,642	-	-	-	-	
32,244	-	-	-	-	
405,269	-	-	-	-	
1,393,736	-	-	-	-	
165,930	-	-	-	-	
38,725	-	-	-	-	
5,751	-	-	-	-	
90,294	-	-	-	-	
38	-	-	-	-	
31,123	-	-	-	-	
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	
676,845	-	-	-	-	
6,061	-	-	-	-	
461,955	-	-	-	-	
65,476	-	-	-	-	
130,045	-	-	-	-	
13,307	-	-	-	-	
130,045	-	-	-	-	
70,725	-	-	-	-	
3,629	-	-	-	-	
52,758	-	-	-	-	
2,933	-	-	-	-	
1,186,642	-	-	-	-	
32,244	-	-	-	-	
405,269	-	-	-	-	
1,393,736	-	-	-	-	
165,930	-	-	-	-	
38,725	-	-	-	-	
5,751	-	-	-	-	
90,294	-	-	-	-	
38	-	-	-	-	
31,123	-	-	-	-	
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	
676,845	-	-	-	-	
6,061	-	-	-	-	
461,955	-	-	-	-	
65,476	-	-	-	-	
130,045	-	-	-	-	
13,307	-	-	-	-	
130,045	-	-	-	-	
70,725	-	-	-	-	
3,629	-	-	-	-	
52,758	-	-	-	-	
2,933	-	-	-	-	
1,186,642	-	-	-	-	
32,244	-	-	-	-	
405,269	-	-	-	-	
1,393,736	-	-	-	-	
165,930	-	-	-	-	
38,725	-	-	-	-	
5,751	-	-	-	-	
90,294	-	-	-	-	
38	-	-	-	-	
31,123	-	-	-	-	
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	
676,845	-	-	-	-	
6,061	-	-	-	-	
461,955	-	-	-	-	
65,476	-	-	-	-	
130,045	-	-	-	-	
13,307	-	-	-	-	
130,045	-	-	-	-	
70,725	-	-	-	-	
3,629	-	-	-	-	
52,758	-	-	-	-	
2,933	-	-	-	-	
1,186,642	-	-	-	-	
32,244	-	-	-	-	
405,269	-	-	-	-	
1,393,736	-	-	-	-	
165,930	-	-	-	-	
38,725	-	-	-	-	
5,751	-	-	-	-	
90,294	-	-	-	-	
38	-	-	-	-	
31,123	-	-	-	-	
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	
676,845	-	-	-	-	
6,061	-	-	-	-	
461,955	-	-	-	-	
65,476	-	-	-	-	
130,045	-	-	-	-	
13,307	-	-	-	-	
130,045	-	-	-	-	
70,725	-	-	-	-	
3,629	-	-	-	-	
52,758	-	-	-	-	
2,933	-	-	-	-	
1,186,642	-	-	-	-	
32,244	-	-	-	-	
405,269	-	-	-	-	
1,393,736	-	-	-	-	
165,930	-	-	-	-	
38,725	-	-	-	-	
5,751	-	-	-	-	
90,294	-	-	-	-	
38	-	-	-	-	
31,123	-	-	-	-	
16,407	-	-	-	-	
177	-	-	-	-	
20,891	-	-	-	-	
2,326	-	-	-	-	
13,512	-	-	-	-	
53,313	-	-	-	-	
446,673	-	-	-	-	
100,505	-	-	-	-	
93,295	-	-	-	-	
492,775	-	-	-	-	
13,490	-	-	-	-	
18,768	-	-	-	-	
16,695	-	-	-	-	
41,925	-	-	-	-	
90,878	-	-	-	-	
61,214	-	-	-	-	
97,921	-	-	-	-	
171,634	-	-	-	-	
27,881	-	-	-	-	
449,528	-	-	-	-	
43,247	-	-	-	-	
509,798	-	-	-	-	

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes base (\$)	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-
Ratios de liquidité					
A court terme	.9	-	-	-	-
Ratios de réserve	--	-	-	-	-
Ratios de levier					
Dettes/avoir propre	-55.7	-	-	-	-
Couverture de l'intérêt (lois)	1.4	-	-	-	-
Ratios d'endettement	1.0	-	-	-	-
Ratios de profitabilité					
Marge bénéficiaire nette (%)	5.0	-	-	-	-

TABLEAU 4. État de l'évolution de la situation financière pour 1984 (entreprises)

Industries du commerce de détail (CTI 6011-6921)

État de l'évolution de la situation financière		Moyennes				
		Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	321	-	-	-	-	-
Valeur des recettes base (\$)	106,456	-	-	-	-	-
Valeur des recettes élevée (\$)	1,903,181	-	-	-	-	-
Sources des fonds (\$)						
Des actives						
Vente d'immobilisations	46,903	-	-	-	-	-
Augmentation de la dette à long terme	19,130	-	-	-	-	-
Avances des propriétaires et des sociétés affiliées	24,507	-	-	-	-	-
Des administrations						
Augmentation du capital-actions	24,746	-	-	-	-	-
Augmentation des placements et investissements	514	-	-	-	-	-
Vente de placements et investissements	147	-	-	-	-	-
Ajustements fiscaux	238	-	-	-	-	-
Autres sources	1,823	-	-	-	-	-
Total	118,009	-	-	-	-	-
Emploi des fonds (\$)						
Achat d'immobilisations	58,531	-	-	-	-	-
Paiement de dividendes	..	-	-	-	-	-
Remboursement de la dette à long terme	46,028	-	-	-	-	-
Partie courante de la dette à long terme	..	-	-	-	-	-
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	24,872	-	-	-	-	-
Diminution d'avoir-propre	23,515	-	-	-	-	-
Ajustements fiscaux	..	-	-	-	-	-
Autres utilisations	417	-	-	-	-	-
Total	156,091	-	-	-	-	-
Augmentation (diminution) du fonds de roulement net	-38,081	-	-	-	-	-

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais	Moyennes(1)				
	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	X	-	-	-	-
Valeur des recettes basse (\$)	X	-	-	-	-
Valeur des recettes élevée (\$)	X	-	-	-	-
Certains Ratios de Frais					
Coût des ventes	43,4	-	-	-	-
Intérêts et frais bancaires	12,6	-	-	-	-
Amortissement	11,3	-	-	-	-
Réparations et entretien	1,8	-	-	-	-
Chauffage, éclairage et téléphone	7,0	-	-	-	-
Assurance	2,1	-	-	-	-
Honoraires professionnels	1,5	-	-	-	-
Salaires, traitements et avantages sociaux	14,6	-	-	-	-
Fournitures	0,7	-	-	-	-
Livraison	1,4	-	-	-	-
Non précises (1)	3,0	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan	Moyennes				
	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	X	-	-	-	-
Valeur des recettes basse (\$)	X	-	-	-	-
Valeur des recettes élevée (\$)	X	-	-	-	-
Actif					
Encaisse	..	-	-	-	-
Valeurs négociables	..	-	-	-	-
Comptes clients et billets à recevoir	19,643	-	-	-	-
Stocks	..	-	-	-	-
Autre de l'actif à court terme	19,643	-	-	-	-
Total de l'actif à court terme	89,362	-	-	-	-
Immobilisations	24,532	-	-	-	-
Autre de l'actif	..	-	-	-	-
Total de l'actif	84,473	-	-	-	-
Passif et capitaux propres	728	-	-	-	-
Prêts bancaires courants	14,872	-	-	-	-
Comptes fournisseurs	6,491	-	-	-	-
Autre passif à court terme	22,091	-	-	-	-
Total du passif à court terme	21,148	-	-	-	-
Dettes à long terme	42,779	-	-	-	-
Autre passif	86,018	-	-	-	-
Total du passif	-1,545	-	-	-	-
Total des avoirs propres	..	-	-	-	-

Voir note(s) à la page des signes conventionnels.

Magasins d'appareils ménagers, de téléviseur, de radio et d'appareils stéréophoniques (CTI 622)

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes base (\$)	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-
Ratios de liquidité					
A court terme	1.0	-	-	-	-
Ratios de trésorerie	--	-	-	-	-
Ratios de levier					
Dettes/avoir propre	-8.6	-	-	-	-
Couverture de l'intérêt (lois)	.6	-	-	-	-
Ratios d'endettement	1.1	-	-	-	-
Ratios de profitabilité					
Marge bénéficiaire nette (%)	-1.4	-	-	-	-

TABLEAU 4. Etat de l'évolution de la situation financière pour 1984 (entreprises)

Industries du commerce de détail (CTI 6011-6921)

Etat de l'évolution de la situation financière	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	321	-	-	-	-
Valeur des recettes base (\$)	106,456	-	-	-	-
Valeur des recettes élevée (\$)	1,903,181	-	-	-	-
Source des fonds (\$)					
Des activités	46,903	-	-	-	-
Vente d'immobilisations	19,130	-	-	-	-
Augmentation de la dette à long terme	24,507	-	-	-	-
Avances des propriétaires et des sociétés affiliées	24,746	-	-	-	-
Des administrations	514	-	-	-	-
Augmentation du capital-actions	147	-	-	-	-
Vente de placements et investissements	--	-	-	-	-
Ajustements fiscaux	238	-	-	-	-
Autres sources	1,823	-	-	-	-
Total	118,009	-	-	-	-
Emploi des fonds (\$)					
Achat d'immobilisations	58,531	-	-	-	-
Paiement de dividendes	--	-	-	-	-
Remboursement de la dette à long terme	46,028	-	-	-	-
Partie courante de la dette à long terme	--	-	-	-	-
Achat d'investissements	24,872	-	-	-	-
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	23,515	-	-	-	-
Diminution d'avoir-propre	417	-	-	-	-
Ajustements fiscaux	2,727	-	-	-	-
Autres utilisations	156,091	-	-	-	-
Total	-38,081	-	-	-	-
Augmentation (diminution) du fonds de roulement net					

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					Moyennes(1)			
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur				
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-	-	-	-
Certains Ratios de Frais								
Coût des ventes	55.5	-	-	-	-	-	-	-
Intérêts et frais bancaires	8.9	-	-	-	-	-	-	-
Amortissement	3.7	-	-	-	-	-	-	-
Chauffage, éclairage et téléphone	8.5	-	-	-	-	-	-	-
Assurance	.9	-	-	-	-	-	-	-
Honoraires professionnels	4.8	-	-	-	-	-	-	-
Salaires, traitements et avantages sociaux	23.1	-	-	-	-	-	-	-
Publicité	1.0	-	-	-	-	-	-	-
Loyers	9.1	-	-	-	-	-	-	-
Fournitures	5.0	-	-	-	-	-	-	-
Livraison	4.7	-	-	-	-	-	-	-
Non précisés (1)	1.3	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					Moyennes			
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur				
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-	-	-	-
Actif								
Encaisse	168	-	-	-	-	-	-	-
Valeurs négociables	..	-	-	-	-	-	-	-
Comptes clients et billets à recevoir	6,895	-	-	-	-	-	-	-
Stocks	12,776	-	-	-	-	-	-	-
Autre de l'actif à court terme	1,598	-	-	-	-	-	-	-
Total de l'actif à court terme	21,437	-	-	-	-	-	-	-
Immobilisations	46,551	-	-	-	-	-	-	-
Moins amortissements accumulés sur	11,400	-	-	-	-	-	-	-
Autre de l'actif	..	-	-	-	-	-	-	-
Total de l'actif	56,588	-	-	-	-	-	-	-
Passif et capitaux propres	9,974	-	-	-	-	-	-	-
Prêts bancaires courants	928	-	-	-	-	-	-	-
Partie courante de la dette à long terme	9,836	-	-	-	-	-	-	-
Comptes fournisseurs	..	-	-	-	-	-	-	-
Autre passif à court terme	20,738	-	-	-	-	-	-	-
Total du passif à court terme	..	-	-	-	-	-	-	-
Hypothèques	17,865	-	-	-	-	-	-	-
Somme des sociétés affiliées/actionnaires	25,423	-	-	-	-	-	-	-
Dette à long terme	..	-	-	-	-	-	-	-
Autre passif	64,026	-	-	-	-	-	-	-
Total des avoirs propres	-7,438	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 3. Ratios financiers pour 1984

Ratios financiers	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	-
Valeur des recettes base (\$)	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	-
Ratios de liquidité	1,4	-	-	-	-
A court terme	1	-	-	-	-
Ratios de trésorerie	1	-	-	-	-
Ratios de levier	-5,2	-	-	-	-
Dettes/avoir propre	1,9	-	-	-	-
Couverture de l'intérêt (lois)	1,2	-	-	-	-
Ratios d'endettement	-1,8	-	-	-	-
Ratios de profitabilité					
Marge bénéficiaire nette (%)					

TABLEAU 4. Etat de l'évolution de la situation financière pour 1984 (entreprises)

Industries du transport et de l'entreposage (CTI 4511-4799)

Etat de l'évolution de la situation financière	Moyennes				
	Total	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	159	-	-	-	-
Valeur des recettes base (\$)	109,482	-	-	-	-
Valeur des recettes élevée (\$)	905,289	-	-	-	-
Source des fonds (\$)					
Des activités	74,272	-	-	-	-
Vente d'immobilisations	..	-	-	-	-
Augmentation de la dette à long terme	..	-	-	-	-
Avances des propriétaires et des sociétés affiliées	4,935	-	-	-	-
Des administrations	..	-	-	-	-
Augmentation du capital-actions	..	-	-	-	-
Vente de placements et investissements	..	-	-	-	-
Ajustements fiscaux	..	-	-	-	-
Autres sources	79,208	-	-	-	-
Emploi des fonds (\$)					
Achat d'immobilisations	3,974	-	-	-	-
Paiement de dividendes	3,333	-	-	-	-
Remboursement de la dette à long terme	44,440	-	-	-	-
Partie courante de la dette à long terme	..	-	-	-	-
Achat d'investissements	6,489	-	-	-	-
Remboursement d'avances et de prêts des propriétaires et sociétés affiliées	19,675	-	-	-	-
Diminution d'avoir-propre	739	-	-	-	-
Ajustements fiscaux	..	-	-	-	-
Autres utilisations	78,650	-	-	-	-
Total	557	-	-	-	-
Augmentation (diminution) du fonds de roulement net					

TABLEAU 1. Certains ratios de frais pour 1984

Certains ratios de frais					Moyennes(1)				
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	x	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	x	-	-	-	-
Certains Ratios de Frais									
Intérêts et frais bancaires	21.8	-	-	-	-	-	-	-	-
Amortissement	11.3	-	-	-	-	-	-	-	-
Réparations et entretien	.9	-	-	-	-	-	-	-	-
Chauffage, éclairage et téléphone	2.8	-	-	-	-	-	-	-	-
Assurance	.3	-	-	-	-	-	-	-	-
Honoraires professionnels	1.8	-	-	-	-	-	-	-	-
Salaires, traitements et avantages sociaux	48.4	-	-	-	-	-	-	-	-
Publicité	1.9	-	-	-	-	-	-	-	-
Loyers	5.0	-	-	-	-	-	-	-	-
Non précises (1)	3.1	-	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

TABLEAU 2. Profil du bilan pour 1984

Profil du bilan					Moyennes				
Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur	Total (2)	25% inférieur	25% moyen inférieur	25% moyen supérieur	25% supérieur
Nombre d'entreprises (estimation pondérée)	x	-	-	-	x	-	-	-	-
Valeur des recettes élevée (\$)	x	-	-	-	x	-	-	-	-
Valeur des recettes basse (\$)	x	-	-	-	x	-	-	-	-
Profil du bilan									
Actif									
Encaisse	8,695	-	-	-	-	-	-	-	-
Valeurs négociables	13,173	-	-	-	-	-	-	-	-
Comptes clients et billets à recevoir	..	-	-	-	-	-	-	-	-
Stocks	..	-	-	-	-	-	-	-	-
Autre de l'actif à court terme	..	-	-	-	-	-	-	-	-
Total de l'actif à court terme	21,868	-	-	-	-	-	-	-	-
Immobilisations	105,515	-	-	-	-	-	-	-	-
Moins amortissements accumulés sur immobilisations	37,781	-	-	-	-	-	-	-	-
Autre de l'actif	95,077	-	-	-	-	-	-	-	-
Total de l'actif	184,679	-	-	-	-	-	-	-	-
Passif et capitaux propres									
Prêts bancaires courants	..	-	-	-	-	-	-	-	-
Partie courante de la dette à long terme	19,000	-	-	-	-	-	-	-	-
Comptes fournisseurs	1,700	-	-	-	-	-	-	-	-
Autre passif à court terme	38,442	-	-	-	-	-	-	-	-
Total du passif à court terme	59,142	-	-	-	-	-	-	-	-
Hypothèques	..	-	-	-	-	-	-	-	-
Somme des sociétés affiliées/actionnaires	150,600	-	-	-	-	-	-	-	-
Dette à long terme	12,941	-	-	-	-	-	-	-	-
Autre passif	5,812	-	-	-	-	-	-	-	-
Total du passif	228,495	-	-	-	-	-	-	-	-
Total des avoirs propres	-43,816	-	-	-	-	-	-	-	-

Voir note(s) à la page des signes conventionnels.

Les estimations publiées à l'intérieur du tableau 4 sont puisées à partir d'un échantillon prélevé au hasard d'environ 10 000 entreprises choisies parmi tous les groupes de la CTI. L'échantillon n'a pas été conçu pour fournir d'estimations spécifiques des industries au niveau provincial; celui-ci ne pouvant contenir que l'ensemble des groupes d'industries par province.

Tableau 1

Ce tableau dresse la liste des articles de frais choisis et présente la moyenne du ratio des dépenses totales pour chacun des frais des entreprises enregistrées. Il est important de remarquer que tous les frais indiqués sont indépendants des autres ratios car le numérateur et le dénominateur correspondant à la somme du ratio ne comprennent que les entreprises qui indiquent des frais particuliers. Par exemple, certaines petites entreprises sont propriétaires de l'immeuble dans lequel ils ont leurs bureaux et peuvent déclarer des dépenses reliées à l'hypothèque tandis que d'autres entreprises du même groupe ne sont pas propriétaires de l'immeuble et déclarent alors des frais de location. Ainsi, la somme des colonnes du tableau 1 n'est pas égale à 100%.

Tableau 2

Ce tableau reproduit la moyenne des recettes de l'actif, du passif et de l'avoir choisis de toutes les sociétés de la population. Les colonnes peuvent se traduire par la formule suivante: **ACTIFS – PASSIFS = AVOIR** (la somme peut varier à cause de l'arrondissement).

Tableau 3

Le tableau 3 présente quelques ratios financiers et d'exploitation parmi les plus populaires. Les chiffres établissant les ratios ont été puisés du tableau 2 (sauf pour les intérêts, les dépenses et les profits).

Tableau 4

Le tableau 4 indique la provenance et la demande des fonds ainsi que le changement ultérieur relatif aux fonds de roulement – les chiffres inscrits sont des moyennes pour toutes les sociétés; la somme des colonnes n'est pas équivalente. Ce tableau ne comprend que les entreprises constituées en société et les principales divisions de la CTI sont désignées par les données incluant les détaillants de la CTI 6011 – 6921 au dépend des stations-service de la CTI 6331. Ce tableau possède un niveau d'aggrégation d'industries plus élevé que les trois tableaux précédents parce qu'il a été créé à partir d'un échantillon plus flexible. À l'avenir, nous utiliserons un échantillon similaire pour que l'information concernant les industries soit identique.

La façon de se servir des tableaux

Pour employer ces tableaux, vous devez d'abord repérer la colonne à partir de laquelle vous désirez puiser des données. Cela peut être fait en utilisant les tranches de recettes les plus ou les moins élevées de chacune des colonnes (quartiles) – les recettes d'une société à réviser doivent s'intégrer à l'intérieur de ces tranches (si les recettes d'une société sont plus élevées que le maximum répertorié dans l'échantillon mais indiquent moins de \$2 millions, alors vous devrez utiliser le quatrième quartile). Dans quelques situations, l'échantillon des sociétés n'est pas considéré assez important pour représenter les sociétés en quartiles – le cas échéant, nous n'avons indiqué que la somme des colonnes.

Introduction et sources des données

Ce document figure parmi l'une des publications de Statistique Canada représentant les profils industriels des petites entreprises. D'autres publications actuellement accessibles grâce au Programme statistique des petites entreprises sont énumérées dans l'annexe A à l'intérieur de la présente publication sous le titre **Publications existantes et prévues concernant les petites entreprises**. Les données présentées dans cette publication sont le résultat d'une recherche conjointe de Statistique Canada avec le ministère de l'Expansion industrielle régionale ainsi que tous les ministères provinciaux/territoriaux responsables des petites entreprises.

Les données incluses dans cette publication proviennent des déclarations d'impôts soumises à Revenu Canada, impôt pour l'année 1984. Les statistiques de cette publication furent compilées à partir des sociétés dont les revenus se situaient entre \$10 milles et \$2 millions. Cette publication ne propose aucune définition officielle d'une petite entreprise.

Les données reliées aux entreprises dans les tableaux 1, 2 et 3 de la présente publication sont puisées à partir d'un échantillon statistique des déclarations d'impôts des sociétés commerciales ainsi que des entreprises non constituées en société incluant celles à propriétaire unique et les sociétés en nom collectif. Les données contenues à l'intérieur du tableau 4 ne proviennent que des entreprises constituées en société. La déclaration d'impôts d'une société se compose typiquement d'une formule T-2 ainsi qu'une série de relevés financiers et d'annexes à l'appui. Les données figurant ici sont tirées de la formule T-2, du bilan et du compte d'exploitation. La déclaration d'impôts sur le revenu d'un particulier qui effectue un travail autonome se compose, habituellement d'une formule T-1 (générale), des états financiers et d'annexes à l'appui. Les données relatives au revenu provenant d'une entreprise autonome non constituée en société incluses dans la présente publication proviennent de la formule T-1, du bilan et du compte d'exploitation.

Les 13 groupes d'industries choisis pour une première publication constituent un réservoir démographique très important; ils représentent environ 30% des petites entreprises. Le reste de la population (70%) se répartie à l'intérieur de plus de 800 autres types d'industries. Le domaine couvert va s'agrandir annuellement jusqu'à l'année financière 1987 alors que nous allons établir le profil de plus de 100 groupes d'industries représentant près de 75% des petites entreprises au Canada.

Méthodologie

Les dossiers choisis dans le cadre de cette recherche ont été regroupés selon l'ordre ascendant des recettes par industrie et province, et divisés en quatre groupes égaux (quartiles). Chaque ensemble (quartile) regroupe le quart de la population totale. Pour chacun de ces quartiles, nous avons reproduit les chiffres les plus et les moins élevés des recettes, par exemple, celles enregistrées par la plus petite société du quartile par rapport à la plus grande.

Les estimations publiées à l'intérieur des tableaux 1, 2 et 3 dans cette étude ont été puisées à partir d'un échantillon statistique comprenant environ 12,000 exploitations de petites entreprises dans les 13 groupes d'industries. Les chiffres d'un échantillon spécifique d'une industrie-province varient dans l'industrie du camionnage de 556 observations en Ontario à 3 au Yukon. Lorsque la taille d'un échantillon dans un groupe d'industries est de 20 ou moins, aucune démarche n'a été entreprise pour regrouper la population en groupes quartiles à cause de la nature clairsemée de l'échantillon déjà existant. En de telles circonstances, nous ne publions que les totaux pour être fidèle à la réalité.

Faits saillants

- L'industrie des exploitants de bâtiments et de logements a enregistré une marge bénéficiaire nette légèrement au-dessus de 38%. L'industrie des services de location de machines et de matériel a emboîté le pas, et ce, avec un taux de 33%.
- L'industrie des bureaux de conseils en gestion a déboursé presque 58% de leur avoir en salaires.
- L'industrie des restaurants avec et sans permis de boissons a accusé le taux le plus élevé des dépenses totales à la location, soit presque 11%.
- L'industrie des restaurants avec et sans permis de boissons a enregistré un ratio d'endettement moyen de presque 4:1.
- Le ratio de couverture de l'intérêt en ce qui concerne l'industrie des services de location de machines et de matériel était de presque 28 à 1.

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4. Etat de l'évolution de la situation financière pour 1984 (entreprises)

Annexe A

Publications existantes et prévues concernant les petites entreprises

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r nombres rectifiés.

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Notes

(1) Les entreprises peuvent choisir de rapporter leurs frais par différents items de dépenses. Les moyennes dans ce tableau sont calculées d'après l'assemblage des frais similaires. Les catégories non précisées présentent un assemblage de frais différents ou non précisés. Ceci donne comme résultat des colonnes non additionnées.

(2) Les rangées peuvent différer en raison de certains facteurs de pondération.

Cette publication a été rédigée par John Moran et Yvette Mondésir, Statistiques sur les petites entreprises, et John Devlin, Accès aux documents fiscaux. Les personnes suivantes ont contribué à la rédaction de cette publication:

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- Shawn Brennan, John Skelton, Harriette Koumenides et Marco Saucier, Statistiques sur les petites entreprises
- John Heath et Denyse Payant, Intégration et analyse de microdonnées d'entreprises
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PROFILS DES PETITES ENTREPRISES

Territoires du Nord-Ouest

1984

Statistique Canada
Statistiques sur les petites entreprises

La présente publication relève d'une base de données des statistiques des petites entreprises en collaboration
entre les gouvernements fédéral, provinciaux et territoriaux.

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Note:

(1) Il y a 13 secteurs géographiques: le Canada, chacune des 10 provinces, le Yukon et les Territoires du Nord-Ouest.

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1984

Territoires du Nord-Ouest





NORTHWEST TERRITORIES

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Note:

¹ There are 13 geographic areas: Canada, each of 10 provinces, the Yukon and the Northwest Territories.

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Statistics Canada

Small Business and Special Surveys Division

Small Business Profiles

NORTHWEST TERRITORIES

1985

This publication is based upon the Small Business Statistics Data Base which is a collaborative effort of the Federal and all Provincial and Territorial Governments.

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Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

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4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985

Appendix A

Selected Publications Relating to Small Business

Highlights

NORTHWEST TERRITORIES

- The number of small businesses in the 22 industries profiled increased 88%, from 340 businesses in 1982 to 640 in 1985.
- The Operators of Buildings and Dwellings Industry registered the largest absolute increase in small businesses, increasing from 22 businesses in 1982 to 110 in 1985.
- The Taxicab Industry reported the highest net profit margin ratio, 31%, of all 22 industries.
- Wages as a percentage of sales ranged from almost 3% in the Welding Industry to slightly over 51% in the Insurance and Real Estate Agencies Industry.
- Payrolls generated by businesses with less than 20 employees in these industries increased 29%, from \$29.3 million in 1982 to \$37.9 million in 1985.
- The General Merchandise Stores Industry registered the largest increase in employment, from 140 average labour units in 1982 to 229 in 1985.

Introduction and Data Sources

This publication is one of a series representing industry profiles of small businesses. Other reports currently available from the Small Business and Special Surveys Program are listed in Appendix A under the title **Selected Publications Relating to Small Business**. The data contained in this report are the result of a joint project of Statistics Canada, the Department of Regional Industrial Expansion and all provincial and territorial departments responsible for small businesses.

Returns submitted to Revenue Canada Taxation for the year 1985 were used to derive the information shown in this bulletin. The statistics were compiled from only those businesses reporting sales of between \$10 thousand and \$2 million. The choice of this particular size range was largely driven by operational considerations and does not represent an official definition of what constitutes a small business.

Data pertaining to businesses in tables 1, 2, 3, and 6 are drawn from a statistical sample of taxation records of corporations and unincorporated sole proprietorships and partnerships. The tables are on a fiscal year basis. Data for table 4 are derived from incorporated businesses only. Corporate data in this report are derived from tax returns, which typically consist of a T2 form, a set of financial statements and other supportive schedules. Similarly unincorporated business tax returns which report self-employment income typically consists of a T1 (General) form, a set of financial statements and other supportive schedules. Table 5 is derived from the T4 form which consists of a summary of wages and salaries, and is on a calendar year basis.

The 34 industry groups selected for publication are those most densely populated by small businesses. These groups represent approximately 50% of small businesses, the remaining 50% being distributed over approximately 800 other industry classifications. Our coverage will expand annually until the taxation year 1987 (available in 1989) when over 100 industry groups representing nearly 75% of Canada's small businesses will be profiled.

METHODOLOGY

Records selected for this study have been ranked in ascending order of sales within an industry and province and divided into four equal parts (quartiles) so that each part (quartile) includes one quarter of the total number of businesses in a given industry. Within each of these quartiles we have displayed the lowest and the highest sales values reported.

Estimated data published for tables 1, 2, 3 and 6 are derived from a statistical sample of approximately 20,000 small businesses distributed amongst 34 industry groups. For example, the number of observations in the sample for the trucking industry range from a high of 748 businesses in Ontario to a low of 18 in the Northwest Territories. Where the sample size of a given industry group is less than 20 businesses, the distribution into quartiles has not been done because of lack of statistical representativeness. In such circumstances, only the total values are published. Furthermore, for quality assurance reasons, a variable reported by less than 13 businesses is not distributed into quartiles.

Estimates published in table 4 are derived from a random sample of approximately 10,000 incorporated businesses selected from the same 34 Standard Industrial Classification groups (SIC).

a) Table 1

This table shows the average ratio of selected expenses items to sales for a) all businesses in the industry and, b) for only those businesses reporting the expense item. It is important to note that in the case of b) each expense ratio shown is independent of any other ratio because the numerator and denominator of the ratio calculation includes only those businesses reporting the particular expense. For example, some small businesses own the building from which they operate and may declare mortgage expenses while others in the same group may not own their business premises and incurrent rather than mortgage as an expense.

b) Table 2

This table displays the average values of selected asset, liability and equity items for all businesses. Columns may be summarized using the accounting equation **ASSETS - LIABILITIES = EQUITY** (the total may not be exact due to rounding).

c) Table 3

Table 3 presents some of the more commonly used financial and operating ratios. The figures which make up these ratios have been extracted from Table 2 (except for interest expense) and the ratios represent the average of ratios for each business in the group.

Introduction and Data Sources - concluded

Definitions

1. Liquidity Ratio

$$\text{Current} = \frac{\text{current assets}}{\text{current liabilities}}$$

2. Leverage Ratios

$$\begin{aligned} \text{Debt/Equity} &= \frac{\text{total liabilities}}{\text{equity}} & \text{Interest Coverage} &= \frac{\text{net profit} + \text{interest expense}}{\text{interest expense}} \\ \text{Debt Ratio} &= \frac{\text{total liabilities}}{\text{total assets}} \end{aligned}$$

d) Table 4

Table 4 shows the source and application of funds and the subsequent change in working capital. Values shown are averages for all businesses and columns are additive. This table is limited to incorporated businesses only.

e) Table 5

The data in this table are derived from the payroll records of employers and apply to all employees who are issued T4 tax records. Employees earning less than \$500 a year may be excluded as this is the cutoff for the mandatory issuance of T4 tax records.

Due to the annual nature of the data source, we assume that both newly reporting businesses and no longer reporting businesses have been in activity for six months. As a result, their estimated average labour units (ALUs) are assumed to be twice their actual ALUs (i.e. annualized).

f) Table 6

This table shows the distribution of businesses reporting a profit or a loss in an industry from 1982 through 1985. The businesses identified in this table are the same as those in Tables 1 to 3.

How to Use the Tables

The profiles are comprised of six tables. Each table (except Table 5) displays data in quartiles based on sales.

To use the tables:

- 1) Select the industry and/or province of interest to you (See Table of Contents).
- 2) Locate the appropriate sales range that is displayed on the two lines entitled "Low Sales Value" and "High Sales Value".
- 3) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- 4) All data pertaining to the selected business will be in that column.

For example:

Let us take a plumbing business in Canada with sales of \$50,000.

- 1) Select the table entitled "Plumbing Contractors (SIC 4241)".
- 2) Sales of \$50,000 is in the range of \$37,000 to \$90,000 ("Low Sales" and "High Sales" values).
- 3) Thus, sales of \$50,000 are in the lower middle 25% quartile.
- 4) All relevant data pertaining to this plumbing business with sales of \$50,000 are in this quartile for Tables 1 to 4 and Table 6.

Note:

One can note that wages and salaries expense in the plumbing industry range from 10% of sales in the lowest quartile to 26% in the highest quartile. Such variations may illustrate how some expenses vary in proportion to sales.

This comparison by quartile is applicable to Tables 1 to 4 and Table 6.

Table 5 contains employment data for the years 1982 and 1985 and shows the changes in the industry over this time period. The data comprised in this table are cross-sectional.

Standard Industrial Classification - Definition

The SIC for each industry is described at the end of Table 1.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	8.2	--	--	--	--	34.1	24.0	--	--	--	--
Occupancy Expenses	8.2	--	--	--	--	100.0	8.2	--	--	--	--
Mortgage interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Repairs & Maintenance	0.3	--	--	--	--	28.5	1.0	--	--	--	--
Heat, Light & Telephone	1.8	--	--	--	--	98.5	1.8	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	88.3	0.2	--	--	--	--
Insurance	0.3	--	--	--	--	39.2	0.7	--	--	--	--
Rent	0.7	--	--	--	--	25.8	2.5	--	--	--	--
Personnel Expenses	23.3	--	--	--	--	98.5	23.6	--	--	--	--
Financial Expenses	1.3	--	--	--	--	43.4	3.0	--	--	--	--
Bank Interest & Charges	0.8	--	--	--	--	40.5	2.1	--	--	--	--
Professional Fees	0.5	--	--	--	--	43.4	1.1	--	--	--	--
Other Expenses	55.1	--	--	--	--	100.0	55.1	--	--	--	--
Profit (loss)	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 4011 - Single Family Housing Contractors

Businesses primarily engaged in the development and construction of single detached and single attached dwellings such as: cottages, single duplexes, garden homes, semi-detached houses, single attached houses, erecting prefabricated homes, row houses (exc. row duplexes), single residences and summer homes

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	18	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	12	--	--	--	--
Other Current Assets	5	--	--	--	--
Total Current Assets	77	--	--	--	--
Fixed Assets	127	--	--	--	--
Less: Accum. Dep. on Fixed Assets	33	--	--	--	--
Other Assets	2	--	--	--	--
Total Assets	172	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	56	--	--	--	--
Total Current Liabilities	69	--	--	--	--
Mortgages Payable	2	--	--	--	--
Long Term Debt	7	--	--	--	--
Other Liabilities	74	--	--	--	--
Total Liabilities	152	--	--	--	--
Total Equity	19	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-38.0	--	--	--	--
Interest Coverage ratio (times)	61.7	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Single Family Housing Contractors (SIC 4011)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	7	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	63	--	--	--	--
Sale of Fixed Assets	-	--	--	--	--
Increase in Long Term Debt	29	--	--	--	--
Advances From Owners and Affiliates	51	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	-	--	--	--	--
Total	143	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	34	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	53	--	--	--	--
Current Portion of Long Term Debt	-	--	--	--	--
Purchase of Investments	1	--	--	--	--
Repayment of Adv. From Owners and Affil.	-	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Applications	-	--	--	--	--
Total	88	--	--	--	--
Increase (Decrease) in Net Working Capital	55	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	63	8,388	263	15	11
less than 20	58	4,448	135	15	8
20 - 99	4	X	69	-	2
100 - 499	-	-	-	-	1
500 and over	X	X	59	-	-
1985					
Total	75	9,036	321	14	..
less than 20	68	6,134	219	12	
20 - 99	5	X	63	1	
100 - 499	X	X	39	1	
500 and over	-	-	-	-	

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	18	4	4	5	5
Total Sales \$	2,510	90	155	399	1,866
Total Expense \$	2,420	73	189	353	1,805
Net Profit (loss) \$	90	17	-34	46	61
Businesses reporting a profit (No.)	13	3	3	3	4
Total Sales \$	2,058	65	116	233	1,644
Total Expense \$	1,903	31	115	183	1,574
Net Profit \$	155	34	1	50	70
Businesses reporting loss (No.)	5	1	1	2	1
Total Sales \$	452	25	39	166	222
Total Expense \$	517	42	74	170	231
Net Loss \$	-65	-17	-35	-4	-9
1983					
All Businesses (No.)	16	3	4	4	5
Total Sales \$	3,555	31	173	643	2,708
Total Expense \$	3,405	40	127	624	2,614
Net Profit (loss) \$	150	-9	46	19	94
Businesses reporting a profit (No.)	12	1	3	3	5
Total Sales \$	3,224	10	107	399	2,708
Total Expense \$	3,040	4	60	362	2,614
Net Profit \$	184	6	47	37	94
Businesses reporting a loss (No.)	4	2	1	1	-
Total Sales \$	331	21	66	244	-
Total Expense \$	365	36	67	262	-
Net Loss \$	-34	-15	-1	-18	-
1984					
All Businesses (No.)	30	4	9	9	8
Total Sales \$	21,476	240	4,203	4,376	12,657
Total Expense \$	22,505	236	3,874	4,316	14,079
Net Profit (loss) \$	-1,029	4	329	60	-1,422
Businesses reporting a profit (No.)	23	4	9	9	1
Total Sales \$	10,979	240	4,203	4,376	2,160
Total Expense \$	10,517	236	3,874	4,316	2,091
Net Profit \$	462	4	329	60	69
Businesses reporting a loss (No.)	7	-	-	-	7
Total Sales \$	10,497	-	-	-	10,497
Total Expense \$	11,988	-	-	-	11,988
Net Loss \$	-1,491	-	-	-	-1,491
1985					
All Businesses (No.)	64	-	-	-	-
Total Sales \$	27,052	-	-	-	-
Total Expense \$	26,483	-	-	-	-
Net Profit (loss) \$	569	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	23,116	-	-	-	-
Total Expense \$	22,533	-	-	-	-
Net Profit \$	583	-	-	-	-
Businesses reporting a loss (No.)	4	-	-	-	-
Total Sales \$	3,936	-	-	-	-
Total Expense \$	3,950	-	-	-	-
Net Loss \$	-14	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	39.1	--	--	--	--	83.5	46.8	--	--	--	--
Occupancy Expenses	9.8	--	--	--	--	100.0	9.8	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Repairs & Maintenance	0.4	--	--	--	--	31.8	1.3	--	--	--	--
Heat, Light & Telephone	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Business & Property Tax	0.6	--	--	--	--	94.9	0.7	--	--	--	--
Insurance	0.8	--	--	--	--	94.9	0.8	--	--	--	--
Rent	1.4	--	--	--	--	49.3	2.8	--	--	--	--
Personnel Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Financial Expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Bank Interest & Charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional Fees	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Other Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Profit (loss)	13.2	--	--	--	--	100.0	13.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 4241 - Plumbing Contractors

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent systems drain, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (exc. eavestroughing), and installation of sanitary ware

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	99	--	--	--	--
Inventory	26	--	--	--	--
Other Current Assets	16	--	--	--	--
Total Current Assets	143	--	--	--	--
Fixed Assets	113	--	--	--	--
Less: Accum. Dep. on Fixed Assets	29	--	--	--	--
Other Assets	26	--	--	--	--
Total Assets	254	--	--	--	--
Liabilities and Equity					
Current Loans	54	--	--	--	--
Other Current Liabilities	125	--	--	--	--
Total Current Liabilities	179	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	8	--	--	--	--
Other Liabilities	34	--	--	--	--
Total Liabilities	221	--	--	--	--
Total Equity	32	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	4.4	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	5.8	--	--	--	--
Interest Coverage ratio (times)	61.8	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Plumbing Contractors (SIC 4241)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	8	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X		--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Plumbing, Heating and Air Conditioning, Mechanical Work (SIC 424)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	1,805	82	5	3
less than 20	9	X	36	5	3
20 - 99	X	X	46	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	15	2,213	94	5	..
less than 20	14	X	69	5	
20 - 99	X	X	25	-	
100 - 499	-	-	-	-	
500 and over	-	-	-	-	

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	469	-	-	-	-
Total Expense \$	506	-	-	-	-
Net Profit (loss) \$	-37	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	88	-	-	-	-
Total Expense \$	73	-	-	-	-
Net Profit \$	15	-	-	-	-
Businesses reporting loss (No.)	17	-	-	-	-
Total Sales \$	381	-	-	-	-
Total Expense \$	433	-	-	-	-
Net Loss \$	-52	-	-	-	-
1983					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	151	-	-	-	-
Total Expense \$	131	-	-	-	-
Net Profit (loss) \$	20	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	131	-	-	-	-
Total Expense \$	106	-	-	-	-
Net Profit \$	25	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	20	-	-	-	-
Total Expense \$	25	-	-	-	-
Net Loss \$	-5	-	-	-	-
1984					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,471	-	-	-	-
Total Expense \$	1,395	-	-	-	-
Net Profit (loss) \$	76	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	800	-	-	-	-
Total Expense \$	703	-	-	-	-
Net Profit \$	97	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	671	-	-	-	-
Total Expense \$	692	-	-	-	-
Net Loss \$	-21	-	-	-	-
1985					
All Businesses (No.)	18	-	-	-	-
Total Sales \$	6,442	-	-	-	-
Total Expense \$	6,394	-	-	-	-
Net Profit (loss) \$	48	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	2,066	-	-	-	-
Total Expense \$	1,733	-	-	-	-
Net Profit \$	333	-	-	-	-
Businesses reporting a loss (No.)	10	-	-	-	-
Total Sales \$	4,376	-	-	-	-
Total Expense \$	4,661	-	-	-	-
Net Loss \$	-285	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Number of businesses (estimated)	80	--	--	--	--						
Businesses in sample	18										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry Average(2)					% bus- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Vehicle Expenses	36.1	--	--	--	--	100.0	36.1	--	--	--	--
Depreciation	9.0	--	--	--	--	77.7	11.6	--	--	--	--
Repairs & Maintenance	9.5	--	--	--	--	73.9	12.8	--	--	--	--
Insurance	2.9	--	--	--	--	98.8	2.9	--	--	--	--
Fuel Expense	13.2	--	--	--	--	98.8	13.3	--	--	--	--
Business Tax	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Personnel Expenses	30.0	--	--	--	--	75.2	39.8	--	--	--	--
Financial Expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Bank Interest & Charges	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Professional Fees	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Franchise Fees	0.3	--	--	--	--	4.9	5.6	--	--	--	--
Other Expenses	21.5	--	--	--	--	98.8	21.7	--	--	--	--
Profit (loss)	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 456 - Truck Transport Industry

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	80	--	--	--	--
Businesses in sample	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	4	--	--	--	--
Accounts and Notes Receivable	21	--	--	--	--
Inventory	1	--	--	--	--
Other Current Assets	4	--	--	--	--
Total Current Assets	31	--	--	--	--
Fixed Assets	218	--	--	--	--
Less: Accum. Dep. on Fixed Assets	79	--	--	--	--
Other Assets	11	--	--	--	--
Total Assets	182	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	35	--	--	--	--
Total Current Liabilities	48	--	--	--	--
Mortgages Payable	6	--	--	--	--
Long Term Debt	42	--	--	--	--
Other Liabilities	54	--	--	--	--
Total Liabilities	150	--	--	--	--
Total Equity	32	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	80	--	--	--	--
Businesses in sample	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-5.1	--	--	--	--
Interest Coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Truck Transport Industry (SIC 456)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	13	--	--	--	--
Businesses in sample	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Truck Transport Industry (SIC 456)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	43	5,910	215	11	4
less than 20	30	2,090	78	8	3
20 - 99	8	2,542	93	2	-
100 - 499	X	X	14	1	1
500 and over	3	X	30	-	-
1985					
Total	43	8,266	359	9	-
less than 20	28	2,236	97	6	-
20 - 99	9	4,411	195	1	-
100 - 499	5	X	57	2	-
500 and over	X	X	10	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	58	1	28	14	15
Total Sales \$	9,830	12	665	1,834	7,319
Total Expense \$	9,383	11	708	1,700	6,994
Net Profit (loss) \$	447	1	-43	134	355
Businesses reporting a profit (No.)	25	1	8	7	9
Total Sales \$	5,277	12	223	903	4,139
Total Expense \$	4,649	11	161	754	3,723
Net Profit \$	628	1	62	149	416
Businesses reporting loss (No.)	33	-	20	7	6
Total Sales \$	4,553	-	442	931	3,180
Total Expense \$	4,734	-	547	946	3,241
Net Loss \$	-181	-	-105	-15	-61
1983					
All Businesses (No.)	53	13	13	13	14
Total Sales \$	11,102	459	962	1,645	8,036
Total Expense \$	10,174	478	767	1,439	7,490
Net Profit (loss) \$	928	-19	195	206	546
Businesses reporting a profit (No.)	42	6	12	11	13
Total Sales \$	10,156	212	884	1,375	7,685
Total Expense \$	9,182	196	688	1,166	7,132
Net Profit \$	974	16	196	209	553
Businesses reporting a loss (No.)	11	7	1	2	1
Total Sales \$	946	247	78	270	351
Total Expense \$	992	282	79	273	358
Net Loss \$	-46	-35	-1	-3	-7
1984					
All Businesses (No.)	54	-	-	-	-
Total Sales \$	8,108	-	-	-	-
Total Expense \$	7,331	-	-	-	-
Net Profit (loss) \$	777	-	-	-	-
Businesses reporting a profit (No.)	53	-	-	-	-
Total Sales \$	7,845	-	-	-	-
Total Expense \$	7,046	-	-	-	-
Net Profit \$	799	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	263	-	-	-	-
Total Expense \$	285	-	-	-	-
Net Loss \$	-22	-	-	-	-
1985					
All Businesses (No.)	84	-	-	-	-
Total Sales \$	16,879	-	-	-	-
Total Expense \$	16,439	-	-	-	-
Net Profit (loss) \$	440	-	-	-	-
Businesses reporting a profit (No.)	46	-	-	-	-
Total Sales \$	11,702	-	-	-	-
Total Expense \$	10,808	-	-	-	-
Net Profit \$	894	-	-	-	-
Businesses reporting a loss (No.)	38	-	-	-	-
Total Sales \$	5,177	-	-	-	-
Total Expense \$	5,631	-	-	-	-
Net Loss \$	-454	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Vehicle Expenses	28.1	--	--	--	--	100.0	28.1	--	--	--	--
Depreciation	12.4	--	--	--	--	97.4	12.7	--	--	--	--
Repairs & Maintenance	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Insurance	3.0	--	--	--	--	71.8	4.2	--	--	--	--
Fuel Expense	7.4	--	--	--	--	33.5	22.1	--	--	--	--
Business Tax	0.3	--	--	--	--	97.4	0.3	--	--	--	--
Personnel Expenses	9.5	--	--	--	--	71.8	13.3	--	--	--	--
Financial Expenses	1.7	--	--	--	--	49.9	3.4	--	--	--	--
Bank Interest & Charges	1.3	--	--	--	--	19.0	6.8	--	--	--	--
Professional Fees	0.4	--	--	--	--	49.9	0.8	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Other Expenses	29.5	--	--	--	--	100.0	29.5	--	--	--	--
Profit (loss)	31.1	--	--	--	--	100.0	31.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 4581 - Taxicab Industry

Businesses primarily engaged in providing passenger transportation by automobiles not operated on regular schedules or between fixed terminals. Taxicab fleet owners and organizations are included regardless of whether drivers are hired, rent their cabs or are otherwise compensated. Also included are those who own and operate their own taxicabs, taxi dispatching, road motor vehicle taxi service, and taxicab service

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	1	--	--	--	--
Accounts and Notes Receivable	47	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	50	--	--	--	--
Fixed Assets	360	--	--	--	--
Less: Accum. Dep. on Fixed Assets	144	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	268	--	--	--	--
Liabilities and Equity					
Current Loans	46	--	--	--	--
Other Current Liabilities	45	--	--	--	--
Total Current Liabilities	91	--	--	--	--
Mortgages Payable	4	--	--	--	--
Long Term Debt	53	--	--	--	--
Other Liabilities	6	--	--	--	--
Total Liabilities	154	--	--	--	--
Total Equity	114	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	-0.6	--	--	--	--
Interest Coverage ratio (times)	3.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	13	872	85	3	2
less than 20	11	X	59	2	2
20 - 99	X	X	26	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	517	29	3	-
less than 20	8	517	29	3	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	10	-	-	-	-
Total Sales \$	283	-	-	-	-
Total Expense \$	254	-	-	-	-
Net Profit (loss) \$	29	-	-	-	-
Businesses reporting a profit (No.)	9	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	238	-	-	-	-
Net Profit \$	30	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	15	-	-	-	-
Total Expense \$	16	-	-	-	-
Net Loss \$	-1	-	-	-	-
1983					
All Businesses (No.)	11	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	372	-	-	-	-
Net Profit (loss) \$	66	-	-	-	-
Businesses reporting a profit (No.)	10	-	-	-	-
Total Sales \$	423	-	-	-	-
Total Expense \$	356	-	-	-	-
Net Profit \$	67	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	15	-	-	-	-
Total Expense \$	16	-	-	-	-
Net Loss \$	-1	-	-	-	-
1984					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	7,795	-	-	-	-
Total Expense \$	7,032	-	-	-	-
Net Profit (loss) \$	763	-	-	-	-
Businesses reporting a profit (No.)	19	-	-	-	-
Total Sales \$	7,795	-	-	-	-
Total Expense \$	7,032	-	-	-	-
Net Profit \$	763	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	35	-	-	-	-
Total Sales \$	7,229	-	-	-	-
Total Expense \$	6,416	-	-	-	-
Net Profit (loss) \$	813	-	-	-	-
Businesses reporting a profit (No.)	35	-	-	-	-
Total Sales \$	7,229	-	-	-	-
Total Expense \$	6,416	-	-	-	-
Net Profit \$	813	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Number of businesses (estimated)	6	--	--	--	--						
Businesses in sample	6										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	62.2	--	--	--	--	100.0	62.2	--	--	--	--
Occupancy Expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Repairs & Maintenance	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Heat, Light & Telephone	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	100.0	0.2	--	--	--	--
Insurance	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Rent	2.5	--	--	--	--	82.4	3.0	--	--	--	--
Personnel Expenses	15.8	--	--	--	--	100.0	15.8	--	--	--	--
Financial Expenses	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Bank Interest & Charges	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Professional Fees	1.4	--	--	--	--	82.4	1.7	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Advertising	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Supplies	1.9	--	--	--	--	82.4	2.3	--	--	--	--
Delivery	0.3	--	--	--	--	88.1	0.3	--	--	--	--
Fuel Expense	0.1	--	--	--	--	52.9	0.2	--	--	--	--
Other Expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Profit (loss)	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	51	--	--	--	--
Accounts and Notes Receivable	24	--	--	--	--
Inventory	210	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	288	--	--	--	--
Fixed Assets	102	--	--	--	--
Less: Accum. Dep. on Fixed Assets	33	--	--	--	--
Other Assets	57	--	--	--	--
Total Assets	414	--	--	--	--
Liabilities and Equity					
Current Loans	12	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	80	--	--	--	--
Mortgages Payable	32	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	82	--	--	--	--
Total Liabilities	194	--	--	--	--
Total Equity	220	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	3.9	--	--	--	--
Leverage Ratios					
Debt:Equity ratio (times)	-77.0	--	--	--	--
Interest Coverage ratio (times)	66.9	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Pharmacies (SIC 6031)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	676	55	-	1
less than 20	5	676	55	-	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	1,234	96	2	..
less than 20	6	X	57	-	-
20 - 99	X	X	39	2	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	18	3	5	5	5
Total Sales \$	17,798	404	5,166	5,873	6,355
Total Expense \$	16,000	330	4,702	5,175	5,793
Net Profit (loss) \$	1,798	74	464	698	562
Businesses reporting a profit (No.)	18	3	5	5	5
Total Sales \$	17,798	404	5,166	5,873	6,355
Total Expense \$	16,000	330	4,702	5,175	5,793
Net Profit \$	1,798	74	464	698	562
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	57.2	--	--	--	--	100.0	57.2	--	--	--	--
Occupancy Expenses	12.1	--	--	--	--	100.0	12.1	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	2.0	--	--	--	--	94.4	2.1	--	--	--	--
Repairs & Maintenance	1.1	--	--	--	--	94.4	1.1	--	--	--	--
Heat, Light & Telephone	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Business & Property Tax	0.1	--	--	--	--	88.8	0.1	--	--	--	--
Insurance	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Rent	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Personnel Expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Financial Expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Bank Interest & Charges	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Advertising	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Supplies	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Delivery	0.3	--	--	--	--	79.3	0.4	--	--	--	--
Fuel Expense	0.2	--	--	--	--	33.6	0.5	--	--	--	--
Other Expenses	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Profit (loss)	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6141 - Miscellaneous Clothing Stores

Businesses primarily engaged in retail dealing in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods. Businesses may be described by product line such as: retail children's and infants' clothing, children's clothing stores, retail children's coats, combination clothing stores (men's, women's and children's), retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infant's and toddler's clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	2	--	--	--	--
Inventory	92	--	--	--	--
Other Current Assets	1	--	--	--	--
Total Current Assets	97	--	--	--	--
Fixed Assets	40	--	--	--	--
Less: Accum. Dep. on Fixed Assets	19	--	--	--	--
Other Assets	29	--	--	--	--
Total Assets	148	--	--	--	--
Liabilities and Equity					
Current Loans	31	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	99	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	3	--	--	--	--
Other Liabilities	23	--	--	--	--
Total Liabilities	126	--	--	--	--
Total Equity	22	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-22.7	--	--	--	--
Interest Coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	9	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	9	202	21	-	1
less than 20	9	202	21	-	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	210	15	2	-
less than 20	8	210	15	2	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Miscellaneous Clothing Stores (SIC 5141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	5	1	1	1	2
Total Sales \$	2,870	63	145	347	2,315
Total Expense \$	2,755	73	146	341	2,195
Net Profit (loss) \$	115	-10	-1	6	120
Businesses reporting a profit (No.)	2	-	-	1	1
Total Sales \$	2,228	-	-	347	1,881
Total Expense \$	2,076	-	-	341	1,735
Net Profit \$	152	-	-	6	146
Businesses reporting loss (No.)	3	1	1	-	1
Total Sales \$	642	63	145	-	434
Total Expense \$	679	73	146	-	460
Net Loss \$	-37	-10	-1	-	-26
1983					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	1,173	-	-	-	-
Total Expense \$	1,139	-	-	-	-
Net Profit (loss) \$	34	-	-	-	-
Businesses reporting a profit (No.)	11	-	-	-	-
Total Sales \$	1,001	-	-	-	-
Total Expense \$	955	-	-	-	-
Net Profit \$	46	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	172	-	-	-	-
Total Expense \$	184	-	-	-	-
Net Loss \$	-12	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	14	-	-	-	-
Total Sales \$	4,314	-	-	-	-
Total Expense \$	4,260	-	-	-	-
Net Profit (loss) \$	54	-	-	-	-
Businesses reporting a profit (No.)	5	-	-	-	-
Total Sales \$	511	-	-	-	-
Total Expense \$	411	-	-	-	-
Net Profit \$	100	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	3,803	-	-	-	-
Total Expense \$	3,849	-	-	-	-
Net Loss \$	-46	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	55.7	--	--	--	--	100.0	55.7	--	--	--	--
Occupancy Expenses	13.9	--	--	--	--	100.0	13.9	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	4.5	--	--	--	--	91.2	5.0	--	--	--	--
Repairs & Maintenance	0.8	--	--	--	--	91.2	0.8	--	--	--	--
Heat, Light & Telephone	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Business & Property Tax	0.6	--	--	--	--	83.5	0.7	--	--	--	--
Insurance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Rent	4.9	--	--	--	--	83.5	5.8	--	--	--	--
Personnel Expenses	15.0	--	--	--	--	92.3	16.3	--	--	--	--
Financial Expenses	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Bank Interest & Charges	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Professional Fees	0.9	--	--	--	--	91.2	1.0	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Advertising	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Supplies	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Delivery	0.5	--	--	--	--	91.2	0.5	--	--	--	--
Fuel Expense	0.5	--	--	--	--	51.6	1.0	--	--	--	--
Other Expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Profit (loss)	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 622 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	16	--	--	--	--
Accounts and Notes Receivable	43	--	--	--	--
Inventory	140	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	201	--	--	--	--
Fixed Assets	252	--	--	--	--
Less: Accum. Dep. on Fixed Assets	98	--	--	--	--
Other Assets	108	--	--	--	--
Total Assets	463	--	--	--	--
Liabilities and Equity					
Current Loans	82	--	--	--	--
Other Current Liabilities	110	--	--	--	--
Total Current Liabilities	193	--	--	--	--
Mortgages Payable	57	--	--	--	--
Long Term Debt	13	--	--	--	--
Other Liabilities	74	--	--	--	--
Total Liabilities	337	--	--	--	--
Total Equity	125	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	-13.4	--	--	--	--
Interest Coverage ratio (times)	6.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	709	38	2	1
less than 20	11	709	38	2	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	12	911	44	1	..
less than 20	12	911	44	1	..
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	16	-	-	-	-
Total Sales \$	1,404	-	-	-	-
Total Expense \$	971	-	-	-	-
Net Profit (loss) \$	433	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	1,157	-	-	-	-
Total Expense \$	717	-	-	-	-
Net Profit \$	440	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	247	-	-	-	-
Total Expense \$	254	-	-	-	-
Net Loss \$	-7	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	5,753	-	-	-	-
Total Expense \$	5,576	-	-	-	-
Net Profit (loss) \$	177	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	5,753	-	-	-	-
Total Expense \$	5,576	-	-	-	-
Net Profit \$	177	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	43.6	--	--	--	--	55.4	78.7	--	--	--	--
Occupancy Expenses	12.4	--	--	--	--	100.0	12.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Repairs & Maintenance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Heat, Light & Telephone	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	45.9	0.4	--	--	--	--
Insurance	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Rent	0.2	--	--	--	--	17.4	1.3	--	--	--	--
Personnel Expenses	21.2	--	--	--	--	100.0	21.2	--	--	--	--
Financial Expenses	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Bank Interest & Charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional Fees	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	8.0	--	--	--	--	100.0	8.0	--	--	--	--
Advertising	0.1	--	--	--	--	45.9	0.2	--	--	--	--
Supplies	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Delivery	1.9	--	--	--	--	90.5	2.1	--	--	--	--
Fuel Expense	5.2	--	--	--	--	90.5	5.7	--	--	--	--
Other Expenses	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Profit (loss)	9.3	--	--	--	--	100.0	9.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile.

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are businesses primarily engaged in lubricating motor vehicles. This group industry includes businesses described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline motor vehicles lubrication services, and self-serve gasoline stations

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	14	--	--	--	--
Accounts and Notes Receivable	11	--	--	--	--
Inventory	18	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	45	--	--	--	--
Fixed Assets	88	--	--	--	--
Less: Accum. Dep. on Fixed Assets	30	--	--	--	--
Other Assets	21	--	--	--	--
Total Assets	125	--	--	--	--
Liabilities and Equity					
Current Loans	27	--	--	--	--
Other Current Liabilities	33	--	--	--	--
Total Current Liabilities	60	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	22	--	--	--	--
Total Liabilities	84	--	--	--	--
Total Equity	41	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	21.2	--	--	--	--
Interest Coverage ratio (times)	5.6	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	10	362	18	5	-
less than 20	10	362	18	5	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	4	260	14	-	-
less than 20	4	260	14	-	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Gasoline Service Stations (SIC 5331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	41	-	-	-	-
Total Sales \$	8,817	-	-	-	-
Total Expense \$	8,507	-	-	-	-
Net Profit (loss) \$	310	-	-	-	-
Businesses reporting a profit (No.)	24	-	-	-	-
Total Sales \$	5,745	-	-	-	-
Total Expense \$	5,326	-	-	-	-
Net Profit \$	419	-	-	-	-
Businesses reporting loss (No.)	17	-	-	-	-
Total Sales \$	3,072	-	-	-	-
Total Expense \$	3,181	-	-	-	-
Net Loss \$	-109	-	-	-	-
1983					
All Businesses (No.)	27	1	9	10	7
Total Sales \$	6,544	19	259	387	5,879
Total Expense \$	5,866	32	116	95	5,623
Net Profit (loss) \$	678	-13	143	292	256
Businesses reporting a profit (No.)	25	-	9	10	6
Total Sales \$	6,080	-	259	387	5,434
Total Expense \$	5,380	-	116	95	5,169
Net Profit \$	700	-	143	292	265
Businesses reporting a loss (No.)	2	1	-	-	1
Total Sales \$	464	19	-	-	445
Total Expense \$	486	32	-	-	454
Net Loss \$	-22	-13	-	-	-9
1984					
All Businesses (No.)	20	-	-	-	-
Total Sales \$	1,372	-	-	-	-
Total Expense \$	1,086	-	-	-	-
Net Profit (loss) \$	286	-	-	-	-
Businesses reporting a profit (No.)	20	-	-	-	-
Total Sales \$	1,372	-	-	-	-
Total Expense \$	1,086	-	-	-	-
Net Profit \$	286	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	7	-	-	-	-
Total Sales \$	3,432	-	-	-	-
Total Expense \$	3,216	-	-	-	-
Net Profit (loss) \$	216	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	3,432	-	-	-	-
Total Expense \$	3,216	-	-	-	-
Net Profit \$	216	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Number of businesses (estimated)	6	--	--	--	--						
Businesses in sample	3										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Industry Average(2)						Reporting businesses only (3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	68.2	--	--	--	--	100.0	68.2	--	--	--	--
Occupancy Expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Mortgage Interest	--	--	--	--	--	--	--	--	--	--	--
Depreciation	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Repairs & Maintenance	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Heat, Light & Telephone	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Business & Property Tax	0.7	--	--	--	--	85.7	0.8	--	--	--	--
Insurance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Rent	0.1	--	--	--	--	14.3	0.4	--	--	--	--
Personnel Expenses	11.0	--	--	--	--	100.0	11.0	--	--	--	--
Financial Expenses	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Bank Interest & Charges	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Professional Fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Franchise Fees	--	--	--	--	--	--	--	--	--	--	--
Sales and Admin. Expenses	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Advertising	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Supplies	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Delivery	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Fuel Expense	0.4	--	--	--	--	22.6	1.9	--	--	--	--
Other Expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Profit (loss)	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (inc. C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	17	--	--	--	--
Accounts and Notes Receivable	25	--	--	--	--
Inventory	171	--	--	--	--
Other Current Assets	1	--	--	--	--
Total Current Assets	213	--	--	--	--
Fixed Assets	190	--	--	--	--
Less: Accum. Dep. on Fixed Assets	32	--	--	--	--
Other Assets	2	--	--	--	--
Total Assets	373	--	--	--	--
Liabilities and Equity					
Current Loans	44	--	--	--	--
Other Current Liabilities	75	--	--	--	--
Total Current Liabilities	119	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	135	--	--	--	--
Other Liabilities	70	--	--	--	--
Total Liabilities	323	--	--	--	--
Total Equity	49	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.2	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	16.1	--	--	--	--
Interest Coverage ratio (times)	3.9	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	X	X	5	2	-
less than 20	X	X	5	2	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	X	X	1	-	-
less than 20	X	X	1	-	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	9	-	-	-	-
Total Sales \$	2,512	-	-	-	-
Total Expense \$	2,448	-	-	-	-
Net Profit (loss) \$	64	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	1,817	-	-	-	-
Total Expense \$	1,717	-	-	-	-
Net Profit \$	100	-	-	-	-
Businesses reporting loss (No.)	2	-	-	-	-
Total Sales \$	695	-	-	-	-
Total Expense \$	731	-	-	-	-
Net Loss \$	-36	-	-	-	-
1983					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,005	-	-	-	-
Total Expense \$	1,005	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	976	-	-	-	-
Total Expense \$	971	-	-	-	-
Net Profit \$	5	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	29	-	-	-	-
Total Expense \$	34	-	-	-	-
Net Loss \$	-5	-	-	-	-
1984					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	308	-	-	-	-
Net Profit (loss) \$	130	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	308	-	-	-	-
Net Profit \$	130	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	4,878	-	-	-	-
Total Expense \$	4,393	-	-	-	-
Net Profit (loss) \$	485	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	4,878	-	-	-	-
Total Expense \$	4,393	-	-	-	-
Net Profit \$	485	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	34.5	--	--	--	--	100.0	34.5	--	--	--	--
Occupancy Expenses	10.7	--	--	--	--	100.0	10.7	--	--	--	--
Mortgage Interest	0.1	--	--	--	--	5.1	2.6	--	--	--	--
Depreciation	1.3	--	--	--	--	45.6	3.0	--	--	--	--
Repairs & Maintenance	1.4	--	--	--	--	45.6	3.0	--	--	--	--
Heat, Light & Telephone	3.9	--	--	--	--	94.9	4.2	--	--	--	--
Business & Property Tax	0.7	--	--	--	--	94.9	0.8	--	--	--	--
Insurance	0.5	--	--	--	--	45.6	1.0	--	--	--	--
Rent	2.7	--	--	--	--	69.6	3.9	--	--	--	--
Personnel Expenses	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Financial Expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Bank Interest & Charges	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Advertising	0.4	--	--	--	--	84.8	0.4	--	--	--	--
Supplies	0.8	--	--	--	--	89.8	0.8	--	--	--	--
Delivery	0.8	--	--	--	--	79.8	1.0	--	--	--	--
Fuel Expense	0.3	--	--	--	--	25.4	1.3	--	--	--	--
Other Expenses	43.4	--	--	--	--	94.9	45.7	--	--	--	--
Profit (loss)	-	--	--	--	--	100.0	-	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as country general stores and general stores.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	28	--	--	--	--
Accounts and Notes Receivable	15	--	--	--	--
Inventory	54	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	99	--	--	--	--
Fixed Assets	271	--	--	--	--
Less: Accum. Dep. on Fixed Assets	137	--	--	--	--
Other Assets	42	--	--	--	--
Total Assets	275	--	--	--	--
Liabilities and Equity					
Current Loans	23	--	--	--	--
Other Current Liabilities	59	--	--	--	--
Total Current Liabilities	82	--	--	--	--
Mortgages Payable	3	--	--	--	--
Long Term Debt	31	--	--	--	--
Other Liabilities	64	--	--	--	--
Total Liabilities	180	--	--	--	--
Total Equity	95	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	4.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	5.0	--	--	--	--
Interest Coverage ratio (times)	86.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. General Stores (SIC 6412)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	2	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	33	11,655	933	3	3
less than 20	24	1,691	140	2	3
20 - 99	5	3,774	279	-	-
100 - 499	-	-	-	-	-
500 and over	4	6,190	514	1	-
1985					
Total	38	12,631	982	5	..
less than 20	32	2,863	229	5	-
20 - 99	X	X	94	-	-
100 - 499	X	X	57	-	-
500 and over	3	7,441	602	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Loss \$	X	-	-	-	-
1983					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	42	8	9	9	16
Total Sales \$	31,214	3,931	5,188	5,378	16,717
Total Expense \$	34,428	3,996	6,167	7,018	17,247
Net Profit (loss) \$	-3,214	-65	-979	-1,640	-530
Businesses reporting a profit (No.)	3	-	-	-	3
Total Sales \$	4,652	-	-	-	4,652
Total Expense \$	4,641	-	-	-	4,641
Net Profit \$	11	-	-	-	11
Businesses reporting a loss (No.)	39	8	9	9	13
Total Sales \$	26,562	3,931	5,188	5,378	12,065
Total Expense \$	29,787	3,996	6,167	7,018	12,606
Net Loss \$	-3,225	-65	-979	-1,640	-541
1985					
All Businesses (No.)	14	-	-	-	-
Total Sales \$	5,338	-	-	-	-
Total Expense \$	4,582	-	-	-	-
Net Profit (loss) \$	756	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	4,887	-	-	-	-
Total Expense \$	4,114	-	-	-	-
Net Profit \$	773	-	-	-	-
Businesses reporting a loss (No.)	11	-	-	-	-
Total Sales \$	451	-	-	-	-
Total Expense \$	468	-	-	-	-
Net Loss \$	-17	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	78.5	--	--	--	--	100.0	78.5	--	--	--	--
Occupancy Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Mortgage Interest	--	--	--	--	--	--	--	--	--	--	--
Depreciation	1.6	--	--	--	--	35.5	4.4	--	--	--	--
Repairs & Maintenance	5.6	--	--	--	--	98.4	5.6	--	--	--	--
Heat, Light & Telephone	8.6	--	--	--	--	100.0	8.6	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	67.8	0.3	--	--	--	--
Insurance	--	--	--	--	--	1.6	0.2	--	--	--	--
Rent	0.1	--	--	--	--	3.3	3.8	--	--	--	--
Personnel Expenses	5.7	--	--	--	--	35.5	16.1	--	--	--	--
Financial Expenses	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Bank Interest & Charges	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Professional Fees	3.1	--	--	--	--	35.5	8.7	--	--	--	--
Franchise Fees	--	--	--	--	--	--	--	--	--	--	--
Sales and Admin. Expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Advertising	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Supplies	6.3	--	--	--	--	100.0	6.3	--	--	--	--
Delivery	0.2	--	--	--	--	66.1	0.3	--	--	--	--
Fuel Expense	2.3	--	--	--	--	98.4	2.3	--	--	--	--
Other Expenses	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Profit (loss)	-25.4	--	--	--	--	100.0	-25.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (inc. uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail canoeing equipment (exc. tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	6	--	--	--	--
Inventory	18	--	--	--	--
Other Current Assets	-	--	--	--	--
Total Current Assets	26	--	--	--	--
Fixed Assets	29	--	--	--	--
Less: Accum. Dep. on Fixed Assets	1	--	--	--	--
Other Assets	-	--	--	--	--
Total Assets	54	--	--	--	--
Liabilities and Equity					
Current Loans	8	--	--	--	--
Other Current Liabilities	9	--	--	--	--
Total Current Liabilities	17	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	14	--	--	--	--
Total Liabilities	33	--	--	--	--
Total Equity	21	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	10.4	--	--	--	--
Interest Coverage ratio (times)	10.1	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	-	-	-	-	2
less than 20	-	-	-	-	2
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	5	112	6	2	..
less than 20	5	112	6	2	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

2) Refers to businesses reporting no payroll deductions in the previous year

3) Refers to businesses reporting no payroll deductions in the following year

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,049	-	-	-	-
Total Expense \$	981	-	-	-	-
Net Profit (loss) \$	68	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	405	-	-	-	-
Total Expense \$	326	-	-	-	-
Net Profit \$	79	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	644	-	-	-	-
Total Expense \$	655	-	-	-	-
Net Loss \$	-11	-	-	-	-
1983					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	601	-	-	-	-
Total Expense \$	552	-	-	-	-
Net Profit (loss) \$	49	-	-	-	-
Businesses reporting a profit (No.)	11	-	-	-	-
Total Sales \$	413	-	-	-	-
Total Expense \$	352	-	-	-	-
Net Profit \$	61	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	188	-	-	-	-
Total Expense \$	200	-	-	-	-
Net Loss \$	-12	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	63	-	-	-	-
Total Sales \$	3,569	-	-	-	-
Total Expense \$	3,562	-	-	-	-
Net Profit (loss) \$	7	-	-	-	-
Businesses reporting a profit (No.)	42	-	-	-	-
Total Sales \$	3,341	-	-	-	-
Total Expense \$	3,148	-	-	-	-
Net Profit \$	193	-	-	-	-
Businesses reporting a loss (No.)	21	-	-	-	-
Total Sales \$	228	-	-	-	-
Total Expense \$	414	-	-	-	-
Net Loss \$	-186	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	77.5	--	--	--	--	100.0	77.5	--	--	--	--
Mortgage Interest	12.7	--	--	--	--	20.2	63.1	--	--	--	--
Depreciation	26.7	--	--	--	--	97.8	27.3	--	--	--	--
Repairs & Maintenance	8.9	--	--	--	--	97.8	9.1	--	--	--	--
Heat, Light & Telephone	18.6	--	--	--	--	93.4	19.9	--	--	--	--
Business & Property Tax	7.7	--	--	--	--	97.8	7.9	--	--	--	--
Insurance	1.9	--	--	--	--	94.5	2.0	--	--	--	--
Rent	1.0	--	--	--	--	3.3	29.1	--	--	--	--
Personnel Expenses	3.4	--	--	--	--	19.8	17.2	--	--	--	--
Financial Expenses	11.3	--	--	--	--	100.0	11.3	--	--	--	--
Bank Interest & Charges	9.2	--	--	--	--	45.5	20.2	--	--	--	--
Professional Fees	2.2	--	--	--	--	82.0	2.6	--	--	--	--
Other Expenses	8.3	--	--	--	--	90.1	9.2	--	--	--	--
Profit (loss)	-0.6	--	--	--	--	98.9	-0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 751 - Operators of Buildings and Dwellings

Businesses primarily engaged in the operating or in owning and operating buildings and dwellings.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	10	--	--	--	--
Accounts and Notes Receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	14	--	--	--	--
Total Current Assets	29	--	--	--	--
Fixed Assets	443	--	--	--	--
Less: Accum. Dep. on Fixed Assets	92	--	--	--	--
Other Assets	98	--	--	--	--
Total Assets	479	--	--	--	--
Liabilities and Equity					
Current Loans	6	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	74	--	--	--	--
Mortgages Payable	275	--	--	--	--
Long Term Debt	12	--	--	--	--
Other Liabilities	100	--	--	--	--
Total Liabilities	461	--	--	--	--
Total Equity	18	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.1	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	47.6	--	--	--	--
Interest Coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Operators of Buildings and Dwellings (SIC 751)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	71	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	10	--	--	--	--
Sale of Fixed Assets	-	--	--	--	--
Increase in Long Term Debt	281	--	--	--	--
Advances From Owners and Affiliates	45	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	5	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	-	--	--	--	--
Total	342	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	258	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	25	--	--	--	--
Current Portion of Long Term Debt	30	--	--	--	--
Purchase of Investments	41	--	--	--	--
Repayment of Adv. From Owners and Affil.	12	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Applications	-	--	--	--	--
Total	366	--	--	--	--
Increase (Decrease) in Net Working Capital	-24	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	59	12.829	552	4	3
less than 20	50	6.242	270	3	3
20 - 99	7	X	101	1	-
100 - 499	X	X	181	-	-
500 and over	-	-	-	-	-
1985					
Total	48	15.221	563	5	-
less than 20	45	7.512	279	5	-
20 - 99	X	X	61	-	-
100 - 499	X	X	223	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	32	7	8	8	9
Total Sales \$	3,680	126	373	803	2,378
Total Expense \$	3,602	138	306	640	2,518
Net Profit (loss) \$	78	-12	67	163	-140
Businesses reporting a profit (No.)	14	2	3	5	4
Total Sales \$	1,689	33	160	490	1,006
Total Expense \$	1,304	21	67	297	919
Net Profit \$	385	12	93	193	87
Businesses reporting loss (No.)	18	5	5	3	5
Total Sales \$	1,991	93	213	313	1,372
Total Expense \$	2,298	117	239	343	1,599
Net Loss \$	-307	-24	-26	-30	-227
1983					
All Businesses (No.)	34	8	8	9	9
Total Sales \$	4,201	232	532	1,073	2,364
Total Expense \$	4,175	176	498	1,020	2,481
Net Profit (loss) \$	26	56	34	53	-117
Businesses reporting a profit (No.)	15	5	3	4	3
Total Sales \$	2,059	153	197	494	1,215
Total Expense \$	1,651	93	113	396	1,049
Net Profit \$	408	60	84	98	166
Businesses reporting a loss (No.)	19	3	5	5	6
Total Sales \$	2,142	79	335	579	1,149
Total Expense \$	2,524	83	385	624	1,432
Net Loss \$	-382	-4	-50	-45	-283
1984					
All Businesses (No.)	52	-	-	-	-
Total Sales \$	11,435	-	-	-	-
Total Expense \$	9,427	-	-	-	-
Net Profit (loss) \$	2,008	-	-	-	-
Businesses reporting a profit (No.)	52	-	-	-	-
Total Sales \$	11,435	-	-	-	-
Total Expense \$	9,427	-	-	-	-
Net Profit \$	2,008	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	110	-	-	-	-
Total Sales \$	13,170	-	-	-	-
Total Expense \$	16,240	-	-	-	-
Net Profit (loss) \$	-3,070	-	-	-	-
Businesses reporting a profit (No.)	53	-	-	-	-
Total Sales \$	903	-	-	-	-
Total Expense \$	851	-	-	-	-
Net Profit \$	52	-	-	-	-
Businesses reporting a loss (No.)	57	-	-	-	-
Total Sales \$	12,267	-	-	-	-
Total Expense \$	15,389	-	-	-	-
Net Loss \$	-3,122	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	56.4	--	--	--	--	100.0	56.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	11.5	--	--	--	--	75.0	15.3	--	--	--	--
Repairs & Maintenance	9.1	--	--	--	--	75.0	12.2	--	--	--	--
Heat, Light & Telephone	15.5	--	--	--	--	100.0	15.5	--	--	--	--
Business & Property Tax	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Insurance	2.8	--	--	--	--	75.0	3.8	--	--	--	--
Rent	15.4	--	--	--	--	25.0	61.4	--	--	--	--
Personnel Expenses	15.2	--	--	--	--	75.0	20.3	--	--	--	--
Financial Expenses	13.7	--	--	--	--	100.0	13.7	--	--	--	--
Bank Interest & Charges	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Professional Fees	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Other Expenses	4.3	--	--	--	--	75.0	5.7	--	--	--	--
Profit (loss)	10.4	--	--	--	--	75.0	13.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating buildings and dwellings such as: arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, real estate operating - non-residential buildings, shopping centre operating, stadium operating and theatre building operating

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	6	--	--	--	--
Accounts and Notes Receivable	59	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	69	--	--	--	--
Fixed Assets	458	--	--	--	--
Less: Accum. Dep. on Fixed Assets	157	--	--	--	--
Other Assets	149	--	--	--	--
Total Assets	519	--	--	--	--
Liabilities and Equity					
Current Loans	25	--	--	--	--
Other Current Liabilities	170	--	--	--	--
Total Current Liabilities	195	--	--	--	--
Mortgages Payable	108	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	118	--	--	--	--
Total Liabilities	420	--	--	--	--
Total Equity	99	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	55.6	--	--	--	--
Interest Coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	59	12 829	552	4	3
less than 20	50	6 242	270	3	3
20 - 99	7	X	101	1	-
100 - 499	X	X	181	-	-
500 and over	-	-	-	-	-
1985					
Total	48	15 221	563	5	-
less than 20	45	7 512	279	5	-
20 - 99	X	X	61	-	-
100 - 499	X	X	223	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	2	3	3	3
Total Sales \$	1,907	32	233	600	1,042
Total Expense \$	2,086	45	186	778	1,077
Net Profit (loss) \$	-179	-13	47	-178	-35
Businesses reporting a profit (No.)	2	-	1	-	1
Total Sales \$	435	-	73	-	362
Total Expense \$	351	-	9	-	342
Net Profit \$	84	-	64	-	20
Businesses reporting loss (No.)	9	2	2	3	2
Total Sales \$	1,472	32	160	600	680
Total Expense \$	1,735	45	177	778	735
Net Loss \$	-263	-13	-17	-178	-55
1983					
All Businesses (No.)	14	3	3	4	4
Total Sales \$	1,804	85	164	363	1,192
Total Expense \$	1,944	84	164	361	1,335
Net Profit (loss) \$	-140	1	-	2	-143
Businesses reporting a profit (No.)	6	2	1	1	2
Total Sales \$	874	54	45	86	689
Total Expense \$	752	51	15	58	628
Net Profit \$	122	3	30	28	61
Businesses reporting a loss (No.)	8	1	2	3	2
Total Sales \$	930	31	119	277	503
Total Expense \$	1,192	33	149	303	707
Net Loss \$	-262	-2	-30	-26	-204
1984					
All Businesses (No.)	43	-	-	-	-
Total Sales \$	5,725	-	-	-	-
Total Expense \$	4,362	-	-	-	-
Net Profit (loss) \$	1,363	-	-	-	-
Businesses reporting a profit (No.)	43	-	-	-	-
Total Sales \$	5,725	-	-	-	-
Total Expense \$	4,362	-	-	-	-
Net Profit \$	1,363	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	4,899	-	-	-	-
Total Expense \$	5,616	-	-	-	-
Net Profit (loss) \$	-717	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	19	-	-	-	-
Total Sales \$	4,899	-	-	-	-
Total Expense \$	5,616	-	-	-	-
Net Loss \$	-717	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Number of businesses (estimated)	6	--	--	--	--						
Businesses in sample	6										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Industry Average(2)						Reporting businesses only (3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	21.0	--	--	--	--	100.0	21.0	--	--	--	--
Mortgage Interest	0.7	--	--	--	--	16.7	4.1	--	--	--	--
Depreciation	3.4	--	--	--	--	83.3	4.1	--	--	--	--
Repairs & Maintenance	1.1	--	--	--	--	83.3	1.3	--	--	--	--
Heat, Light & Telephone	6.6	--	--	--	--	100.0	6.6	--	--	--	--
Business & Property Tax	1.4	--	--	--	--	83.3	1.6	--	--	--	--
Insurance	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Rent	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Personnel Expenses	51.5	--	--	--	--	100.0	51.5	--	--	--	--
Financial Expenses	5.3	--	--	--	--	100.0	5.3	--	--	--	--
Bank Interest & Charges	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Professional Fees	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Other Expenses	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Profit (loss)	4.4	--	--	--	--	100.0	4.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields such as: real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	41	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	16	--	--	--	--
Total Current Assets	97	--	--	--	--
Fixed Assets	202	--	--	--	--
Less: Accum. Dep. on Fixed Assets	48	--	--	--	--
Other Assets	65	--	--	--	--
Total Assets	316	--	--	--	--
Liabilities and Equity					
Current Loans	33	--	--	--	--
Other Current Liabilities	114	--	--	--	--
Total Current Liabilities	147	--	--	--	--
Mortgages Payable	63	--	--	--	--
Long Term Debt	50	--	--	--	--
Other Liabilities	16	--	--	--	--
Total Liabilities	276	--	--	--	--
Total Equity	40	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	5.1	--	--	--	--
Interest Coverage ratio (times)	7.6	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	506	27	4	1
less than 20	11	506	27	4	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	1
1985					
Total	14	1,238	60	6	-
less than 20	13	X	53	6	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	X	X	7	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	10	2	2	3	3
Total Sales \$	1,599	21	45	406	1,127
Total Expense \$	1,331	21	50	317	943
Net Profit (loss) \$	268	-	-5	89	184
Businesses reporting a profit (No.)	9	2	1	3	3
Total Sales \$	1,575	21	21	406	1,127
Total Expense \$	1,302	21	21	317	943
Net Profit \$	273	-	-	89	184
Businesses reporting loss (No.)	1	-	1	-	-
Total Sales \$	24	-	24	-	-
Total Expense \$	29	-	29	-	-
Net Loss \$	-5	-	-5	-	-
1983					
All Businesses (No.)	10	2	2	3	3
Total Sales \$	1,057	31	91	301	634
Total Expense \$	670	23	104	257	286
Net Profit (loss) \$	387	8	-13	44	348
Businesses reporting a profit (No.)	7	2	-	2	3
Total Sales \$	892	31	-	227	634
Total Expense \$	491	23	-	182	286
Net Profit \$	401	8	-	45	348
Businesses reporting a loss (No.)	3	-	2	1	-
Total Sales \$	165	-	91	74	-
Total Expense \$	179	-	104	75	-
Net Loss \$	-14	-	-13	-1	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	4.8	--	--	--	--	75.0	6.4	--	--	--	--
Repairs & Maintenance	2.4	--	--	--	--	75.0	3.2	--	--	--	--
Heat, Light & Telephone	2.2	--	--	--	--	75.0	3.0	--	--	--	--
Business & Property Tax	1.4	--	--	--	--	50.0	2.8	--	--	--	--
Insurance	0.9	--	--	--	--	75.0	1.2	--	--	--	--
Rent	5.7	--	--	--	--	50.0	11.3	--	--	--	--
Personnel Expenses	49.1	--	--	--	--	100.0	49.1	--	--	--	--
Financial Expenses	8.4	--	--	--	--	100.0	8.4	--	--	--	--
Bank Interest & Charges	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Professional Fees	1.5	--	--	--	--	75.0	2.0	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	4.5	--	--	--	--	75.0	6.0	--	--	--	--
Advertising	1.1	--	--	--	--	50.0	2.3	--	--	--	--
Supplies	1.9	--	--	--	--	75.0	2.5	--	--	--	--
Delivery	1.5	--	--	--	--	50.0	2.9	--	--	--	--
Other Expenses	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Profit (loss)	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile.

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, organization management consultants, personnel management consultants and tariff and customs consultants

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000 s)					
Assets					
Cash	22	--	--	--	--
Accounts and Notes Receivable	21	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	6	--	--	--	--
Total Current Assets	49	--	--	--	--
Fixed Assets	1,235	--	--	--	--
Less: Accum. Dep. on Fixed Assets	101	--	--	--	--
Other Assets	332	--	--	--	--
Total Assets	1,514	--	--	--	--
Liabilities and Equity					
Current Loans	30	--	--	--	--
Other Current Liabilities	102	--	--	--	--
Total Current Liabilities	132	--	--	--	--
Mortgages Payable	70	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	1,029	--	--	--	--
Total Liabilities	1,231	--	--	--	--
Total Equity	283	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	19.3	--	--	--	--
Interest Coverage ratio (times)	10.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000 s)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	12	377	22	3	3
less than 20	12	377	22	3	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	15	846	40	6	...
less than 20	12	417	20	4	
20 - 99	3	429	20	2	
100 - 499	-	-	-	-	
500 and over	-	-	-	-	

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	8	1	2	2	3
Total Sales \$	907	49	133	204	521
Total Expense \$	827	49	128	192	458
Net Profit (loss) \$	80	-	5	12	63
Businesses reporting a profit (No.)	7	1	1	2	3
Total Sales \$	839	49	65	204	521
Total Expense \$	747	49	48	192	458
Net Profit \$	92	-	17	12	63
Businesses reporting loss (No.)	1	-	1	-	-
Total Sales \$	68	-	68	-	-
Total Expense \$	80	-	80	-	-
Net Loss \$	-12	-	-12	-	-
1983					
All Businesses (No.)	5	1	1	1	2
Total Sales \$	2,157	31	51	180	1,895
Total Expense \$	1,977	29	60	204	1,684
Net Profit (loss) \$	180	2	-9	-24	211
Businesses reporting a profit (No.)	2	1	-	-	1
Total Sales \$	1,518	31	-	-	1,487
Total Expense \$	1,302	29	-	-	1,273
Net Profit \$	216	2	-	-	214
Businesses reporting a loss (No.)	3	-	1	1	1
Total Sales \$	639	-	51	180	408
Total Expense \$	675	-	60	204	411
Net Loss \$	-36	-	-9	-24	-3
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	26.4	--	--	--	--	100.0	26.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	11.3	--	--	--	--	97.4	11.6	--	--	--	--
Repairs & Maintenance	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Heat, Light & Telephone	9.9	--	--	--	--	100.0	9.9	--	--	--	--
Business & Property Tax	1.0	--	--	--	--	68.1	1.5	--	--	--	--
Insurance	1.6	--	--	--	--	68.1	2.3	--	--	--	--
Rent	0.3	--	--	--	--	30.4	1.1	--	--	--	--
Personnel Expenses	22.5	--	--	--	--	100.0	22.5	--	--	--	--
Financial Expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Bank Interest & Charges	5.4	--	--	--	--	100.0	5.4	--	--	--	--
Professional Fees	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	9.5	--	--	--	--	100.0	9.5	--	--	--	--
Advertising	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Supplies	7.0	--	--	--	--	97.4	7.2	--	--	--	--
Delivery	1.4	--	--	--	--	68.1	2.1	--	--	--	--
Laundry & Cleaning Expenses	0.3	--	--	--	--	21.8	1.5	--	--	--	--
Other Expenses	37.9	--	--	--	--	100.0	37.9	--	--	--	--
Profit (loss)	-3.1	--	--	--	--	100.0	-3.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 9111 & 9112 - Motels, Hotels and Motor Hotels

Businesses primarily engaged in providing short term accommodation to the public, with or without food, beverage and other services. Those firms with six or more hotel or motel hotel-type rooms are classified here regardless of the major source of revenue. A hotel-type room has access only from the interior of the building and a motel hotel-type room has access from both the interior and exterior

TABLE 2. Balance Sheet Profile for 1985

Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	25	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	20	--	--	--	--
Other Current Assets	11	--	--	--	--
Total Current Assets	98	--	--	--	--
Fixed Assets	842	--	--	--	--
Less: Accum. Dep. on Fixed Assets	218	--	--	--	--
Other Assets	18	--	--	--	--
Total Assets	741	--	--	--	--
Liabilities and Equity					
Current Loans	41	--	--	--	--
Other Current Liabilities	131	--	--	--	--
Total Current Liabilities	172	--	--	--	--
Mortgages Payable	52	--	--	--	--
Long Term Debt	242	--	--	--	--
Other Liabilities	116	--	--	--	--
Total Liabilities	582	--	--	--	--
Total Equity	159	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985

Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	13.1	--	--	--	--
Interest Coverage ratio (times)	80.8	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	21	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	8	--	--	--	--
Sale of Fixed Assets	614	--	--	--	--
Increase in Long Term Debt	1,553	--	--	--	--
Advances From Owners and Affiliates	891	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	226	--	--	--	--
Total	3,293	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	151	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	1,945	--	--	--	--
Current Portion of Long Term Debt	37	--	--	--	--
Purchase of Investments	910	--	--	--	--
Repayment of Adv. From Owners and Affil.	43	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	4	--	--	--	--
Other Applications	111	--	--	--	--
Total	3,202	--	--	--	--
Increase (Decrease) in Net Working Capital	91	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

Northwest Territories: Hotels, Motels and Motor Hotels (continued)				Changes in number of businesses with paid employees	
Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Newly reporting(2)	No longer reporting(3)
1982					
Total	40	7,795	535	8	3
less than 20	29	2,488	172	5	2
20 - 99	10	X	254	3	-
100 - 499	X	X	109	-	-
500 and over	-	-	-	-	1
1985					
Total	50	9,583	765	7	...
less than 20	35	2,834	228	6	-
20 - 99	14	X	520	1	-
100 - 499	-	-	-	-	-
500 and over	X	X	17	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	19	4	5	5	5
Total Sales \$	6,904	142	661	1,286	4,815
Total Expense \$	7,531	173	632	1,218	5,508
Net Profit (loss) \$	-627	-31	29	68	-693
Businesses reporting a profit (No.)	9	2	3	2	2
Total Sales \$	1,897	58	389	610	840
Total Expense \$	1,626	26	357	531	712
Net Profit \$	271	32	32	79	123
Businesses reporting loss (No.)	10	2	2	3	3
Total Sales \$	5,007	84	272	676	3,975
Total Expense \$	5,905	147	275	687	4,796
Net Loss \$	-898	-63	-3	-11	-821
1983					
All Businesses (No.)	34	2	15	8	9
Total Sales \$	7,070	32	472	1,020	5,546
Total Expense \$	6,902	10	565	919	5,408
Net Profit (loss) \$	168	22	-93	101	138
Businesses reporting a profit (No.)	20	2	9	4	5
Total Sales \$	4,523	32	267	359	3,863
Total Expense \$	3,984	10	249	185	3,540
Net Profit \$	539	22	18	174	323
Businesses reporting a loss (No.)	14	-	6	4	4
Total Sales \$	2,547	-	205	661	1,681
Total Expense \$	2,918	-	316	734	1,868
Net Loss \$	-371	-	-111	-73	-187
1984					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit (loss) \$	646	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit \$	646	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	29	-	-	-	-
Total Sales \$	23,458	-	-	-	-
Total Expense \$	18,932	-	-	-	-
Net Profit (loss) \$	4,526	-	-	-	-
Businesses reporting a profit (No.)	22	-	-	-	-
Total Sales \$	23,035	-	-	-	-
Total Expense \$	18,273	-	-	-	-
Net Profit \$	4,762	-	-	-	-
Businesses reporting a loss (No.)	7	-	-	-	-
Total Sales \$	423	-	-	-	-
Total Expense \$	659	-	-	-	-
Net Loss \$	-236	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	17	4	4	4	5
Total Sales \$	6,422	202	577	968	4,675
Total Expense \$	7,131	215	576	900	5,440
Net Profit (loss) \$	-709	-13	1	68	-765
Businesses reporting a profit (No.)	7	2	2	1	2
Total Sales \$	1,415	118	305	292	700
Total Expense \$	1,226	68	301	213	644
Net Profit \$	189	50	4	79	56
Businesses reporting loss (No.)	10	2	2	3	3
Total Sales \$	5,007	84	272	676	3,975
Total Expense \$	5,905	147	275	687	4,796
Net Loss \$	-898	-63	-3	-11	-821
1983					
All Businesses (No.)	31	2	9	12	8
Total Sales \$	6,150	32	267	880	4,971
Total Expense \$	5,985	10	249	880	4,846
Net Profit (loss) \$	165	22	18	-	125
Businesses reporting a profit (No.)	18	2	9	3	4
Total Sales \$	3,850	32	267	261	3,290
Total Expense \$	3,361	10	249	124	2,978
Net Profit \$	489	22	18	137	312
Businesses reporting a loss (No.)	13	-	-	9	4
Total Sales \$	2,300	-	-	619	1,681
Total Expense \$	2,624	-	-	756	1,868
Net Loss \$	-324	-	-	-137	-187
1984					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit (loss) \$	646	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit \$	646	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
All Businesses (No.)	29	-	-	-	-
Total Sales \$	23,458	-	-	-	-
Total Expense \$	18,932	-	-	-	-
Net Profit (loss) \$	4,526	-	-	-	-
Businesses reporting a profit (No.)	22	-	-	-	-
Total Sales \$	23,035	-	-	-	-
Total Expense \$	18,273	-	-	-	-
Net Profit \$	4,762	-	-	-	-
Businesses reporting a loss (No.)	7	-	-	-	-
Total Sales \$	423	-	-	-	-
Total Expense \$	659	-	-	-	-
Net Loss \$	-236	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	22	--	--	--	--
Businesses in sample	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	40.9	--	--	--	--	100.0	40.9	--	--	--	--
Occupancy Expenses	18.2	--	--	--	--	100.0	18.2	--	--	--	--
Mortgage Interest	0.2	--	--	--	--	4.4	4.1	--	--	--	--
Depreciation	2.7	--	--	--	--	92.6	2.9	--	--	--	--
Repairs & Maintenance	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Heat, Light & Telephone	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	43.8	0.5	--	--	--	--
Insurance	0.5	--	--	--	--	92.6	0.6	--	--	--	--
Rent	8.9	--	--	--	--	91.2	9.8	--	--	--	--
Personnel Expenses	31.7	--	--	--	--	100.0	31.7	--	--	--	--
Financial Expenses	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Bank Interest & Charges	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	0.2	--	--	--	--	8.8	2.0	--	--	--	--
Sales and Admin. Expenses	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Advertising	1.8	--	--	--	--	92.3	2.0	--	--	--	--
Supplies	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Delivery	0.3	--	--	--	--	46.8	0.6	--	--	--	--
Fuel Expense	0.4	--	--	--	--	34.0	1.1	--	--	--	--
Other Expenses	1.1	--	--	--	--	92.3	1.2	--	--	--	--
Profit (loss)	1.9	--	--	--	--	95.6	2.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 9211 & 9212 - Licensed and Unlicensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises either licensed or unlicensed to serve alcoholic beverages

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	22	--	--	--	--
Businesses in sample	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	27	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	13	--	--	--	--
Other Current Assets	45	--	--	--	--
Total Current Assets	95	--	--	--	--
Fixed Assets	166	--	--	--	--
Less: Accum. Dep. on Fixed Assets	62	--	--	--	--
Other Assets	13	--	--	--	--
Total Assets	212	--	--	--	--
Liabilities and Equity					
Current Loans	24	--	--	--	--
Other Current Liabilities	37	--	--	--	--
Total Current Liabilities	61	--	--	--	--
Mortgages Payable	11	--	--	--	--
Long Term Debt	29	--	--	--	--
Other Liabilities	21	--	--	--	--
Total Liabilities	122	--	--	--	--
Total Equity	91	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	22	--	--	--	--
Businesses in sample	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	5.2	--	--	--	--
Interest Coverage ratio (times)	10.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	9	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Food Services (SIC 921)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	52	6,431	365	17	8
less than 20	41	3,046	169	15	8
20 - 99	X	X	-	1	-
100 - 499	4	X	39	1	-
500 and over	5	2,649	157	-	-
1985					
Total	53	8,343	580	12	..
less than 20	39	3,384	230	11	
20 - 99	5	1,466	100	-	
100 - 499	3	543	37	1	
500 and over	6	2,950	213	-	

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	37	9	8	10	10
Total Sales \$	8,572	436	1,257	2,346	4,533
Total Expense \$	8,130	583	1,449	1,884	4,214
Net Profit (loss) \$	442	-147	-192	462	319
Businesses reporting a profit (No.)	27	5	4	9	9
Total Sales \$	7,224	200	715	2,069	4,240
Total Expense \$	6,409	194	695	1,606	3,914
Net Profit \$	815	6	20	463	326
Businesses reporting loss (No.)	10	4	4	1	1
Total Sales \$	1,348	236	542	277	293
Total Expense \$	1,721	389	754	278	300
Net Loss \$	-373	-153	-212	-1	-7
1983					
All Businesses (No.)	38	3	16	9	10
Total Sales \$	7,098	52	510	1,508	5,028
Total Expense \$	7,008	39	618	1,487	4,942
Net Profit (loss) \$	90	13	-108	21	86
Businesses reporting a profit (No.)	12	1	-	5	6
Total Sales \$	3,581	19	-	913	2,649
Total Expense \$	3,212	85	-	792	2,505
Net Profit \$	369	-66	-	121	144
Businesses reporting a loss (No.)	26	2	16	4	4
Total Sales \$	3,517	33	510	595	2,379
Total Expense \$	3,796	46	618	695	2,437
Net Loss \$	-279	-13	-108	-100	-58
1984					
All Businesses (No.)	35	7	10	2	16
Total Sales \$	10,310	584	1,196	648	7,882
Total Expense \$	10,042	695	998	677	7,672
Net Profit (loss) \$	268	-111	198	-29	210
Businesses reporting a profit (No.)	15	-	10	-	5
Total Sales \$	4,822	-	1,196	-	3,626
Total Expense \$	4,347	-	998	-	3,349
Net Profit \$	475	-	198	-	277
Businesses reporting a loss (No.)	20	7	-	2	11
Total Sales \$	5,488	584	-	648	4,236
Total Expense \$	5,695	695	-	677	4,323
Net Loss \$	-207	-111	-	-29	-67
1985					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	5,859	-	-	-	-
Total Expense \$	6,101	-	-	-	-
Net Profit (loss) \$	-242	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	668	-	-	-	-
Total Expense \$	599	-	-	-	-
Net Profit \$	69	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	5,191	-	-	-	-
Total Expense \$	5,502	-	-	-	-
Net Loss \$	-311	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	28	6	5	9	8
Total Sales \$	6,731	289	821	2,014	3,607
Total Expense \$	6,456	441	1,002	1,708	3,305
Net Profit (loss) \$	275	-152	-181	306	302
Businesses reporting a profit (No.)	21	3	3	7	8
Total Sales \$	5,683	114	518	1,444	3,607
Total Expense \$	5,050	114	501	1,130	3,305
Net Profit \$	633	-	17	314	302
Businesses reporting a loss (No.)	7	3	2	2	-
Total Sales \$	1,048	175	303	570	-
Total Expense \$	1,406	327	501	578	-
Net Loss \$	-358	-152	-198	-8	-
1983					
All Businesses (No.)	20	5	5	4	6
Total Sales \$	5,721	200	702	1,367	3,452
Total Expense \$	5,578	121	802	1,263	3,392
Net Profit (loss) \$	143	79	-100	104	60
Businesses reporting a profit (No.)	9	1	1	3	4
Total Sales \$	3,088	19	107	1,039	1,923
Total Expense \$	2,788	85	107	931	1,835
Net Profit \$	300	-66	-	108	88
Businesses reporting a loss (No.)	11	4	4	1	2
Total Sales \$	2,633	181	595	328	1,529
Total Expense \$	2,790	206	695	332	1,557
Net Loss \$	-157	-25	-100	-4	-28
1984					
All Businesses (No.)	25	-	-	-	-
Total Sales \$	7,851	-	-	-	-
Total Expense \$	7,755	-	-	-	-
Net Profit (loss) \$	96	-	-	-	-
Businesses reporting a profit (No.)	12	-	-	-	-
Total Sales \$	2,947	-	-	-	-
Total Expense \$	2,755	-	-	-	-
Net Profit \$	192	-	-	-	-
Businesses reporting a loss (No.)	13	-	-	-	-
Total Sales \$	4,904	-	-	-	-
Total Expense \$	5,000	-	-	-	-
Net Loss \$	-96	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	668	-	-	-	-
Total Expense \$	599	-	-	-	-
Net Profit \$	69	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	5,191	-	-	-	-
Total Expense \$	5,502	-	-	-	-
Net Loss \$	-311	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	47	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	41.6	--	--	--	--	100.0	41.6	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Repairs & Maintenance	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Heat, Light & Telephone	17.5	--	--	--	--	100.0	17.5	--	--	--	--
Business & Property Tax	0.1	--	--	--	--	6.3	2.2	--	--	--	--
Insurance	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Rent	8.3	--	--	--	--	95.8	8.6	--	--	--	--
Personnel Expenses	47.6	--	--	--	--	100.0	47.6	--	--	--	--
Financial Expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Bank Interest & Charges	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Professional Fees	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	7.9	--	--	--	--	100.0	7.9	--	--	--	--
Advertising	0.1	--	--	--	--	100.0	0.1	--	--	--	--
Supplies	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Delivery	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Other Expenses	0.6	--	--	--	--	6.3	9.4	--	--	--	--
Profit (loss)	0.1	--	--	--	--	100.0	0.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 972 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	47	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	13	--	--	--	--
Accounts and Notes Receivable	1	--	--	--	--
Inventory	2	--	--	--	--
Other Current Assets	-	--	--	--	--
Total Current Assets	16	--	--	--	--
Fixed Assets	59	--	--	--	--
Less Accum Dep. on Fixed Assets	25	--	--	--	--
Other Assets	-1	--	--	--	--
Total Assets	51	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	6	--	--	--	--
Total Current Liabilities	7	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	4	--	--	--	--
Other Liabilities	41	--	--	--	--
Total Liabilities	52	--	--	--	--
Total Equity	-1	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	47	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	-63.4	--	--	--	--
Interest Coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Laundries and Cleaners (SIC 972)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Laundries and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	335	32	1	3
less than 20	5	335	32	1	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	452	26	2	
less than 20	8	452	26	2	
20 - 99	-	-	-	-	
100 - 499	-	-	-	-	
500 and over	-	-	-	-	

1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group

(2) Refers to businesses reporting no payroll deductions in the previous year

(3) Refers to businesses reporting no payroll deductions in the following year

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	-	-	-	-
Total Sales \$	2,301	-	-	-	-
Total Expense \$	2,256	-	-	-	-
Net Profit (loss) \$	45	-	-	-	-
Businesses reporting a profit (No.)	5	-	-	-	-
Total Sales \$	2,002	-	-	-	-
Total Expense \$	1,944	-	-	-	-
Net Profit \$	58	-	-	-	-
Businesses reporting loss (No.)	6	-	-	-	-
Total Sales \$	299	-	-	-	-
Total Expense \$	312	-	-	-	-
Net Loss \$	-13	-	-	-	-
1983					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	20	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	259	-	-	-	-
Net Profit (loss) \$	9	-	-	-	-
Businesses reporting a profit (No.)	20	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	259	-	-	-	-
Net Profit \$	9	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	45	-	-	-	-
Total Sales \$	3,034	-	-	-	-
Total Expense \$	3,079	-	-	-	-
Net Profit (loss) \$	-45	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	45	-	-	-	-
Total Sales \$	3,034	-	-	-	-
Total Expense \$	3,079	-	-	-	-
Net Loss \$	-45	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	30.0	--	--	--	--	100.0	30.0	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	12.7	--	--	--	--	100.0	12.7	--	--	--	--
Repairs & Maintenance	2.9	--	--	--	--	97.4	3.0	--	--	--	--
Heat, Light & Telephone	8.5	--	--	--	--	100.0	8.5	--	--	--	--
Business & Property Tax	2.0	--	--	--	--	97.4	2.1	--	--	--	--
Insurance	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Rent	0.1	--	--	--	--	2.6	5.3	--	--	--	--
Personnel Expenses	2.6	--	--	--	--	7.7	33.0	--	--	--	--
Financial Expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Bank Interest & Charges	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Professional Fees	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Advertising	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Supplies	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Delivery	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Other Expenses	57.5	--	--	--	--	100.0	57.5	--	--	--	--
Profit (loss)	-9.6	--	--	--	--	100.0	-9.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 9942 - Welding

Business primarily engaged in repair work by welding such as: acetylene welding service, blacksmith service, brazing welding service, electric welding service (exc. construction site), welding repair work, and welding shops

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and Notes Receivable	28	--	--	--	--
Inventory	14	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	44	--	--	--	--
Fixed Assets	226	--	--	--	--
Less: Accum. Dep. on Fixed Assets	130	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	142	--	--	--	--
Liabilities and Equity					
Current Loans	10	--	--	--	--
Other Current Liabilities	53	--	--	--	--
Total Current Liabilities	64	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	1	--	--	--	--
Other Liabilities	98	--	--	--	--
Total Liabilities	163	--	--	--	--
Total Equity	-21	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-1.2	--	--	--	--
Interest Coverage ratio (times)	..	--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Welding (SIC 9942)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	35	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000 s)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Welding (SIC 9942)

Business size expressed in average labour units(1)				Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	884	29	-	3
less than 20	5	884	29	-	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	2,842	85	1	..
less than 20	7	X	24	1	-
20 - 99	X	X	61	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	118	-	-	-	-
Total Expense \$	100	-	-	-	-
Net Profit (loss) \$	18	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	82	-	-	-	-
Total Expense \$	63	-	-	-	-
Net Profit \$	19	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	36	-	-	-	-
Total Expense \$	37	-	-	-	-
Net Loss \$	-1	-	-	-	-
1983					
All Businesses (No.)	4	-	-	-	-
Total Sales \$	410	-	-	-	-
Total Expense \$	404	-	-	-	-
Net Profit (loss) \$	6	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	348	-	-	-	-
Total Expense \$	341	-	-	-	-
Net Profit \$	7	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	62	-	-	-	-
Total Expense \$	63	-	-	-	-
Net Loss \$	-1	-	-	-	-
1984					
All Businesses (No.)	26	-	-	-	-
Total Sales \$	4,772	-	-	-	-
Total Expense \$	4,117	-	-	-	-
Net Profit (loss) \$	655	-	-	-	-
Businesses reporting a profit (No.)	26	-	-	-	-
Total Sales \$	4,772	-	-	-	-
Total Expense \$	4,117	-	-	-	-
Net Profit \$	655	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	36	-	-	-	-
Total Sales \$	6,485	-	-	-	-
Total Expense \$	7,130	-	-	-	-
Net Profit (loss) \$	-645	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	36	-	-	-	-
Total Sales \$	6,485	-	-	-	-
Total Expense \$	7,130	-	-	-	-
Net Loss \$	-645	-	-	-	-

1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 995 Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	9	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	35	--	--	--	--
Fixed Assets	57	--	--	--	--
Less: Accum. Dep. on Fixed Assets	8	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	85	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	7	--	--	--	--
Total Current Liabilities	8	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	24	--	--	--	--
Other Liabilities	42	--	--	--	--
Total Liabilities	74	--	--	--	--
Total Equity	11	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	16.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	43.9	--	--	--	--
Interest Coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	32	1,608	139	13	5
less than 20	29	919	80	12	5
20 - 99	X	X	48	1	-
100 - 499	X	X	11	-	-
500 and over	-	-	-	-	-
1985					
Total	36	2,457	224	9	-
less than 20	31	1,083	99	7	-
20 - 99	4	X	124	1	-
100 - 499	X	X	1	1	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	2	3	3	3
Total Sales \$	629	41	79	113	396
Total Expense \$	414	16	59	57	282
Net Profit (loss) \$	215	25	20	56	114
Businesses reporting a profit (No.)	11	2	3	3	3
Total Sales \$	629	41	79	113	396
Total Expense \$	414	16	59	57	282
Net Profit \$	215	25	20	56	114
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	30	-	-	-	-
Total Sales \$	1,075	-	-	-	-
Total Expense \$	452	-	-	-	-
Net Profit (loss) \$	623	-	-	-	-
Businesses reporting a profit (No.)	30	-	-	-	-
Total Sales \$	1,075	-	-	-	-
Total Expense \$	452	-	-	-	-
Net Profit \$	623	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	44	10	11	6	17
Total Sales \$	5,253	209	392	222	4,430
Total Expense \$	4,952	104	307	84	4,457
Net Profit (loss) \$	301	105	85	138	-27
Businesses reporting a profit (No.)	36	10	11	6	9
Total Sales \$	1,674	209	392	222	851
Total Expense \$	1,084	104	307	84	589
Net Profit \$	590	105	85	138	262
Businesses reporting a loss (No.)	8	-	-	-	8
Total Sales \$	3,579	-	-	-	3,579
Total Expense \$	3,868	-	-	-	3,868
Net Loss \$	-289	-	-	-	-289
1985					
All Businesses (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit (loss) \$	730	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit \$	730	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	10.5	--	--	--	--	100.0	10.5	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.2	--	--	--	--	100.0	5.2	--	--	--	--
Repairs & Maintenance	0.3	--	--	--	--	16.2	2.0	--	--	--	--
Heat, Light & Telephone	3.3	--	--	--	--	66.9	4.9	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	10.9	1.4	--	--	--	--
Insurance	0.5	--	--	--	--	65.0	0.7	--	--	--	--
Rent	1.0	--	--	--	--	57.3	1.8	--	--	--	--
Personnel Expenses	31.6	--	--	--	--	70.4	44.9	--	--	--	--
Financial Expenses	5.5	--	--	--	--	70.4	7.8	--	--	--	--
Bank Interest & Charges	4.7	--	--	--	--	66.6	7.1	--	--	--	--
Professional Fees	0.8	--	--	--	--	70.4	1.1	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Advertising	0.4	--	--	--	--	67.3	0.6	--	--	--	--
Supplies	3.8	--	--	--	--	98.4	3.9	--	--	--	--
Delivery	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Other Expenses	16.3	--	--	--	--	100.0	16.3	--	--	--	--
Profit (loss)	27.0	--	--	--	--	100.0	27.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as chair service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	9	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	35	--	--	--	--
Fixed Assets	57	--	--	--	--
Less Accum. Dep. on Fixed Assets	8	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	85	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	7	--	--	--	--
Total Current Liabilities	8	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	24	--	--	--	--
Other Liabilities	42	--	--	--	--
Total Liabilities	74	--	--	--	--
Total Equity	11	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 3. Financial Ratios for 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	16.1	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	43.9	--	--	--	--
Interest Coverage ratio (times)	...	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Janitorial Services (SIC 9953)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	32	1,608	139	13	5
less than 20	29	919	80	12	5
20 - 99	X	X	48	1	-
100 - 499	X	X	11	-	-
500 and over	-	-	-	-	-
1985					
Total	36	2,457	224	9	...
less than 20	31	1,083	99	7	-
20 - 99	4	X	124	1	-
100 - 499	X	X	1	1	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	9	1	3	2	3
Total Sales \$	565	27	79	71	388
Total Expense \$	376	7	59	47	263
Net Profit (loss) \$	189	20	20	24	125
Businesses reporting a profit (No.)	9	1	3	2	3
Total Sales \$	565	27	79	71	388
Total Expense \$	376	7	59	47	263
Net Profit \$	189	20	20	24	125
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	29	-	-	-	-
Total Sales \$	1,063	-	-	-	-
Total Expense \$	446	-	-	-	-
Net Profit (loss) \$	617	-	-	-	-
Businesses reporting a profit (No.)	29	-	-	-	-
Total Sales \$	1,063	-	-	-	-
Total Expense \$	446	-	-	-	-
Net Profit \$	617	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	44	10	11	6	17
Total Sales \$	5,253	209	392	222	4,430
Total Expense \$	4,952	104	307	84	4,457
Net Profit (loss) \$	301	105	85	138	-27
Businesses reporting a profit (No.)	36	10	11	6	9
Total Sales \$	1,674	209	392	222	851
Total Expense \$	1,084	104	307	84	589
Net Profit \$	590	105	85	138	262
Businesses reporting a loss (No.)	8	-	-	-	8
Total Sales \$	3,579	-	-	-	3,579
Total Expense \$	3,868	-	-	-	3,868
Net Loss \$	-289	-	-	-	-289
1985					
All Businesses (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit (loss) \$	730	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit \$	730	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	3	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	30.6	--	--	--	--	33.3	91.9	--	--	--	--
Occupancy Expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	3.6	--	--	--	--	66.7	5.4	--	--	--	--
Repairs & Maintenance	0.5	--	--	--	--	66.7	0.8	--	--	--	--
Heat, Light & Telephone	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Business & Property Tax	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Insurance	0.2	--	--	--	--	66.7	0.3	--	--	--	--
Rent	7.4	--	--	--	--	100.0	7.4	--	--	--	--
Personnel Expenses	32.9	--	--	--	--	100.0	32.9	--	--	--	--
Financial Expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Bank Interest & Charges	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Professional Fees	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Advertising	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Supplies	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Delivery	0.4	--	--	--	--	66.7	0.6	--	--	--	--
Fuel Expense	-	--	--	--	--	33.3	0.1	--	--	--	--
Other Expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Profit (loss)	10.9	--	--	--	--	100.0	10.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

(2) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$ for each quartile

(3) Value in each cell = $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$ for each quartile

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	3	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	59	--	--	--	--
Accounts and Notes Receivable	115	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	176	--	--	--	--
Fixed Assets	71	--	--	--	--
Less: Accum. Dep. on Fixed Assets	3	--	--	--	--
Other Assets	38	--	--	--	--
Total Assets	282	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	120	--	--	--	--
Total Current Liabilities	134	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	60	--	--	--	--
Other Liabilities	47	--	--	--	--
Total Liabilities	241	--	--	--	--
Total Equity	41	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

TABLE 3. Financial Ratios for 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	3	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	-4.0	--	--	--	--
Interest Coverage ratio (times)	7.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million.

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

Northwest Territories, Yukon and Nunavut (1982-1985)				Changes in number of businesses with paid employees	
Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Newly reporting(2)	No longer reporting(3)
1982					
Total	8	631	38	3	-
less than 20	7	X	24	3	-
20 - 99	X	X	14	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	6	1,152	59	1	-
less than 20	5	X	33	1	-
20 - 99	X	X	26	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	701	-	-	-	-
Total Expense \$	664	-	-	-	-
Net Profit (loss) \$	37	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	460	-	-	-	-
Total Expense \$	415	-	-	-	-
Net Profit \$	45	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	241	-	-	-	-
Total Expense \$	249	-	-	-	-
Net Loss \$	-8	-	-	-	-
1983					
All Businesses (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	35	-	-	-	-
Total Sales \$	3,243	-	-	-	-
Total Expense \$	2,432	-	-	-	-
Net Profit (loss) \$	811	-	-	-	-
Businesses reporting a profit (No.)	35	-	-	-	-
Total Sales \$	3,243	-	-	-	-
Total Expense \$	2,432	-	-	-	-
Net Profit \$	811	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

(1) These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

See Notes on Symbols Page

Appendix A

Selected Publications Relating to Small Business

Catalogue

61-231 **Small Business in Canada: A Statistical Profile 1982-1984**, Bil.

61-521 **Small Business in Canada: A Statistical Profile 1981-1983**, (Annual), Bil.

These publications provide a detailed distribution of businesses by size and by province for all industries where small businesses have a significant presence. At the Canada level, balance sheet and income statement data are displayed.

61-522 **Sales per Selling Area of Independent Retailers - 1986**, Bil.

This study covers 37 kinds of retail business. Data are presented in quartile ranges based on average sales per square foot/metre of selling area and average sales per square foot/metre of total area by kind of business for Canada, provinces and territories.

Small Business Profiles (Annual)

61-601E Canada

61-602E Newfoundland

61-603E Prince Edward Island

61-604E Nova Scotia

61-605E New Brunswick

61-606E Quebec

61-607E Ontario

61-608E Manitoba

61-609E Saskatchewan

61-610E Alberta

61-611E British Columbia

61-612E Yukon

61-613E Northwest Territories

61-614E (SIC 622)	Appliance, Television, Radio and Stereo Stores
61-614E (SIC 971)	Barber and Beauty Shops
61-614E (SIC 7721)	Computer Services
61-614E (SIC 4564)	Dry Bulk Materials Trucking Industry
61-614E (SIC 6151)	Fabric and Yarn Stores
61-614E (SIC 6331)	Gasoline Service Stations
61-614E (SIC 6413)	General Merchandise Stores
61-614E (SIC 6412)	General Stores
61-614E (SIC 6582)	Gift, Novelty and Souvenir Stores
61-614E (SIC 9911)	Industrial Machinery and Equipment Rental and Leasing
61-614E (SIC 7611)	Insurance and Real Estate Agencies
61-614E (SIC 9953)	Janitorial Services
61-614E (SIC 972)	Laundries and Cleaners
61-614E (SIC 9211 & 9212)	Licensed and Unlicensed Restaurants
61-614E (SIC 7771)	Management Consulting Services
61-614E (SIC 4231)	Masonry Contractors
61-614E (SIC 6141)	Miscellaneous Clothing Stores
61-614E (SIC 9111 & 9112)	Motels, Hotels and Motor Hotels
61-614E (SIC 751)	Operators of Buildings and Dwellings
61-614E (SIC 7512)	Operators of Non-Residential Buildings
61-614E (SIC 6031)	Pharmacies
61-614E (SIC 4241)	Plumbing Contractors
61-614E (SIC 995)	Services to Buildings and Dwellings
61-614E (SIC 4011)	Single Family Housing Contractors
61-614E (SIC 6012)	Specialty Food Stores
61-614E (SIC 6541)	Sporting Goods Stores

Appendix A - concluded

Selected Publications Relating to Small Business

61-614E (SIC 9213)	Take-Out Food Services
61-614E (SIC 4581)	Taxicab Industry
61-614E (SIC 9961)	Ticket and Travel Agencies
61-614E (SIC 6342)	Tire, Battery, Parts and Accessories Stores
61-614E (SIC 658)	Toy, Hobby, Novelty and Souvenir Stores
61-614E (SIC 456)	Truck Transport Industry
61-614E (SIC 9912)	Video Movies and Audio-Visual Equipment Rental
61-614E (SIC 9942)	Welding

These publications display liquidity ratios, leverage and operating ratios plus information on each industry's distribution of businesses, sales and wages. All this information is portrayed by province and size of business i.e. sales quartiles.

Employment Changes By Province, Industry Classification, Business Size and Business Status (Annual)

Depicts the number of jobs created or lost by new employers, continuing businesses and businesses no longer in operation. These data, by business size, province and major industry group from 1978 to 1985, are available on a cost-recovery basis.

